

GENERAL
FEB 14 1920

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. XCVII. NEW YORK, FEBRUARY 7, 1920 No. 6

*How many copies of a 25,000 novel
should you sell?*

The Swing of the Pendulum

By ADRIANA SPADONI

*Gives Every Indication of Hitting this Mark
Because*

It is "catching on" before any advertising or book reviews have appeared. It is an interesting, well told novel that women talk about to each other. Published January 16, a Philadelphia store (original order 30) reordered 25 on January 25; one New York store (original order 25) reordered 50 on January 23; a Chicago store (original order 100) reordered 250 January 23; a Baltimore store (original order 5) reordered 10 January 24; another New York store (original order 10) reordered 25 January 19. (Names of stores on request) The public knows what it likes and passes along the good word—but *now* we are inaugurating a real advertising campaign. First Edition (3000) Exhausted. Second Edition of 5000 ready to-day. (\$1.90 net)

Send your orders *now* to your jobbers or to

BONI & LIVERIGHT NEW YORK



Three Big Publishing Days

April 23

The author of "The House of a Thousand Candles" offers a new tale of a thousand surprises in

Blacksheep! Blacksheep!

An American story of mystery and adventure

By Meredith Nicholson

Illustrated \$1.75

February 13

By the author of "Simple Souls"

A Place In The World

By John Hastings Turner

\$1.75

April 9

LADYFINGERS

By Jackson Gregory

who has already won a public with "Judith of Blue Lake Ranch" and "The Bells of San Juan."

\$1.75



CHARLES SCRIBNER'S SONS

PUBLISHERS - FIFTH AVENUE AT 48th STREET, NEW YORK

A Rousing Success

Another Large Edition
Has Been Ordered For
GEORGE GIBBS'
Splendid Adventure Novel

The Splendid Outcast

"Of the books published in January, the novel which has appealed most to our readers is 'The Splendid Outcast.' It is the novel which eighty out of every 100 of our readers advise us has given them the most pleasant and satisfactory evening's reading."

Advertisement of WOMRATH'S LIBRARY in New York Papers

"It is a mighty interesting story, and I am sure will have a splendid sale."

Harry Gould, Manager, New England News Company, Boston

"I feel certain that 'The Splendid Outcast' is far above the average and will be intensely interesting, not only to the 'T. B. M.' but also to the ladies."

John F. Smith of SMITH BROTHERS, Oakland, Cal.

THIS IS AN APPLETON BOOK
D. APPLETON & COMPANY, Publishers, New York

ALFRED A. KNOPF



220 W. 42d St., New York

Reviews like the below, which I reprint with, I hope, pardonable pride; explain why Borzoi Books as a line are enjoying wide spread and increasing popularity:

THE KNICKERBOCKER PRESS

AMONG THE BOOKS

By BELFORD FORREST.

"THE SECRET BATTLE." By A. P. Herbert. New York: Alfred A. Knopf. 368 pp.

Buying and selling old books is undoubtedly a most romantic occupation. In fiction, a reluctance to part with his wares is always the chief characteristic of the old bookseller. In real life, he is seldom quite so unworried. But we did actually know an old fellow in London who would be upset for days after selling one of his treasures. And there is the classic instance of the Spanish bookseller, Don Vincente, of Barcelona, whose love for his books became a terrible obsession. When he sold a rare manuscript or book, he would follow his customer and secretly stab him to death. He never took money from his victims, but murdered them for the sole purpose of regaining the books they had bought. That of course is carrying things a little too far, but we have always thought that no one should be allowed to sell books who does not love them. Publishers are not generally supposed to have the tender regard for books that distinguishes the old bookseller. Perhaps that is why we always rather enjoy the advertisements of Alfred A. Knopf. We like to believe that Mr. Knopf (he may be a myth, for all we know) is in the publishing business neither for his health nor for the purpose of getting rich rapidly, but because he loves a certain kind of book. His literary conscience, we feel sure, is pure and white as driven snow. He is fairly bursting with pride and affection for everything that bears his imprint. And it is a fact that his "Borzoi Books" are, one and all, publications of exceptional interest. The nearest thing to "cheap" fiction that you can find in his catalogue is a series of "mystery" books, about the best of their kind in circulation. We doubt if there is another publisher who has set himself so definite a standard and stuck to it so resolutely. Joseph Hergeshelmer, Dorothy M. Richardson, E. M. Delafield, H. L. Menckén and Jean Nathan are none

of them best sellers, but they are all of them writers of quality, and Mr. Knopf is justly proud of them. It was the personal appeal on the jacket of "The Secret Battle" that set us wondering about the literary integrity of Mr. Knopf. Only a publisher with a very clean record could hope to get away with so ingenious an appeal: "If you have come during the past few years to cherish any especial fondness for books bearing my imprint—then let me assure you that "The Secret Battle"—if I know books at all—is one of the best. Not everyone—to be sure—will like it, though few, I think, will be found to deny its impressive power. However, I have published it more for the pleasure of bringing forward a novel that to my mind is really great than in the hope of any considerable immediate profit. . . ." Such advertisements are to be taken as a rule with several grains of salt, but back of Mr. Knopf there is a record that speaks well for his sincerity. "The Secret Battle" is undoubtedly a remarkable novel. It is in the best sense of the word a novel, one of the few dealing directly with the war that has a right to the name. It is the story of the disintegration of a brave man's morale—a most extraordinary psychological study of a young English soldier serving at Gallipoli and later in France. The author, Lieutenant A. P. Herbert, R. N. V. R., was educated at Winchester and New College, Oxford. At Winchester he won the King's gold medal for English verse. At Oxford he took a first class in the final honor school of jurisprudence. In the same year (1914) he enlisted as an ordinary seaman. A few months later he was given a commission and sent to Gallipoli. In August, 1915, he was invalided home with fever and interitis, his name being mentioned in dispatches. On his recovery he joined his unit in France, where he remained until he was wounded. A fine war record. It would seem almost impossible that any one could write a war story at the present time that would not bore the reader almost to death. But "The Secret Battle" is unlike anything of the kind we have come across. To begin with, it is literary; it is beautifully written. Quite apart from its historical value, it is an artistic achievement. It is a very simple, straightforward story of a brave man and a fearless who becomes a coward. There is nothing spectacular or theatrical about the picture it gives of life in the trenches. And yet, we can hardly imagine anyone reading it without the utmost curiosity. Its very simplicity gives the narrative a charm and a pathos that are quite unusual. We think Mr. Knopf is justified in believing that "The Secret Battle" will add considerably to the lustre of his imprint.

And, too, it is but one of a number of super-enthusiastic reviews of THE SECRET BATTLE, A. P. Herbert's truly great novel, that have appeared thus far in the New York Times, Herald, Sun, Globe, Nation, World and Tribune; Chicago News and Tribune, Philadelphia Ledger, (morning and evening), Boston Herald, Oakland Tribune, and Richmond Journal.

Alfred A. Knopf

A Literary and a Book Selling Find!

Rei-Lee
Books

In The Shadow of Great Peril

A Stirring Story by a New Author

Horace A. Wade---11 Years Old

With a Preface by

George Ade

"Master Wade comes into our midst abruptly, but with all the delightful poise of the most recent model of Young America," writes Mr. Ade.

This eleven-year-old youngster—whom Irvin Cobb calls a genius—has written a tale which will make the Tired Business Man sit up and gasp—and he'll chortle with delight over its refreshing artlessness. In fact no reader will doze over "In the Shadow of Great Peril."

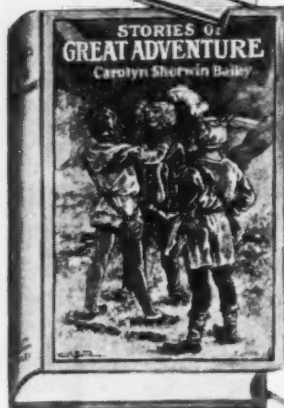
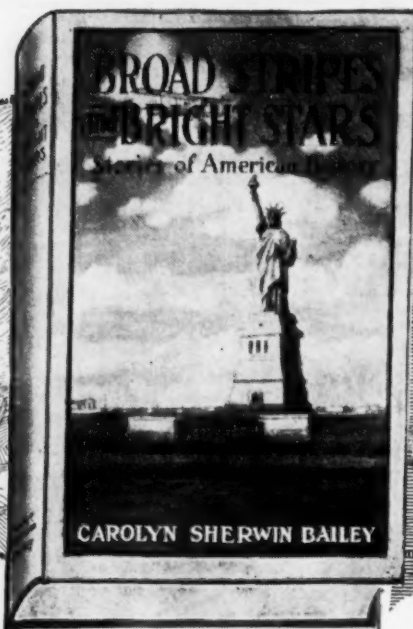
Adventure rides apace through the pages of Master Wade's first book. Romance crowds hard upon youthful daring. Friendships are cemented by perils shared and appetite never flags.

His publishers present this story exactly as the author wrote it. Not a sentence has been "edited." Spelling, punctuation and capitalization are untouched. It is the actual, unaided effort of a genuine boy.

Ready February 9—Cloth, 12mo.

Price \$1.25 net.





*American History stories—the best juveniles
for February selling—*

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By **CAROLYN SHERWIN BAILEY**

Pictures by Power O'Malley

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Stories of the heroes and heroines of history, including great Americans from Benjamin Franklin to Thomas Edison. Especially adapted for the child's reading during the age of hero worship.

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Price, \$1.75.

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SPRINGFIELD · MASSACHUSETTS**

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By Octavus Roy Cohen, author of "The Crimson Alibi," etc.

Like Mr. Cohen's very successful novel "The Crimson Alibi," which is now in its sixth edition, and is also a successful play both in this country and in England, "Gray Dusk" is a detective story, and in it we meet again the unique and human detective, David Carroll. The mysterious plot and breathless interest of the narrative will please all lovers of a good, mystery story

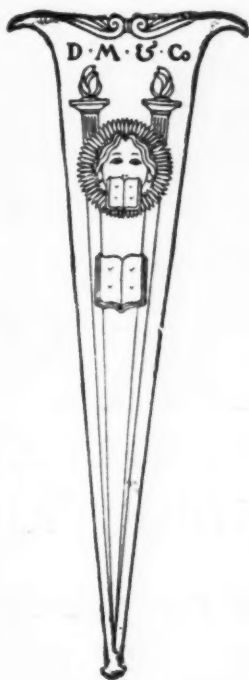
\$1.75

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The story of nineteen-year-old Ruth Mayfield, who went to New York to study art and learned many other things. It is also the story of Gloria Mayfield, Ruth's wonderful aunt, a beautiful woman and a fine actress, whose career had been thwarted in a peculiar way; of Professor Pendragon, her former husband and a distinguished astronomer; of George, her strange Hindu servant, whose subtle Oriental magic exerted so unexpected an influence upon the progress of events and of divers other interesting people.

\$1.75



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By Alexander MacFarlan
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Everybody expects the girl to be romantic and the man to be practical; indeed the lovers themselves are attracted to one another by these, their supposed characteristics. For the girl in secret loathes the romance on which she has been fed since childhood, and the man adores the idealism which he has never been allowed to show or practice. In the end, of course, they find one another out.

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With 51 Illustrations. \$2.50

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By Frank C. Constable, M.A.

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MYSELF deals on broad and general lines with the subjects of Knowledge, Self-Consciousness, Imagination, Free-will, Pleasure, etc. DREAMS, breaks fresh ground, offering new arguments on the following subjects: Sleep, Waking and Sleeping Dreams, Multiplex Personality, Phantasy, Ecstasy, etc.

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\$1.75

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Psychoanalysis has the world "on mental tiptoes," so to speak. It has passed the experimental stage and its practical possibilities in every one of the relationships of daily life seem well-nigh limitless. Your thoughtful customers of every kind will be interested in

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While there is no dearth of books on the Freudian or other special schools of psychoanalysis, this is the first book to co-ordinate the varying theories of Freud, Adler, Jung and other leading analysts.

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April Sixteenth



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ELEANOR H. PORTER

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Although the book will not appear for nearly three months, we are making this advance announcement in order that dealers may have ample time to take advantage of our publicity campaign—the largest that any of our Porter books have ever had. Full details of the campaign will be given in future advertisements.

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The Best Selling and Most Popular Juven

483,173 volumes sold

THORNTON W. BU

MR. Burgess is without question the most popular living writer of children's characters of REDDY FOX, PETER COTTONTAIL, and JOHN MARTIN. Since they became internationally famous and are known and loved by more than 100,000,000 people, in 1919, when we published close to half a million copies, we are planning the most elaborate advertising campaign with the aim of making the Burgess sales for 1920, OVER A MILLION.

ADVERTISING PLAN

NEWSPAPERS: During the fall and winter season we will run advertising in our regular list of newspapers, and will take on a number of papers that have a great volume of circulation in metropolitan centers. During the Spring season we will advertise in the newspapers that print Mr. Burgess' daily story for children. This list has just been changed, and this will insure a wider audience for Mr. Burgess' books.

MAGAZINES: We will place advertising in such influential children's magazines as "The Youth's Companion," "St. Nicholas Magazine," "John Martin's Book" and several of the larger Sunday School Magazines. These publications are especially interesting to children, and circulate in practically every city and town in the United States. This advertising will supplant newspaper advertising in the smaller cities and towns.

During 1920 we will publish three new Bu

April 10. BOWSER THE HOUND Volume 1
 September OLD GRANNY FOX. (Volume 1) Four in the series
 September THE BURGESS ANIMAL BOOK Four in the series



LITTLE, BROWN & COMPANY, PUBLISHERS



lan **Juvenile Books Now on the Market**

es **sold during 1919**

• **BURGESS' BOOKS FOR BOYS AND GIRLS—4 to 12 years old**

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A MILLION COPIES.

writer of books for children. His books containing the **JOHNNY CHUCK, GRANDFATHER FROG, etc.**, have more than five million American children. With sales for elaborate advertising campaign we have ever undertaken,

NG **PLANS FOR 1920**

FOR BOOKSELLERS: We will furnish the following free advertising materials:

- (1) A large panel window display, in color, 30 inches by 72 inches, with green grass, and cutout animals. (With your first order in 1920 for 250 volumes or more.)
- (2) Imprinted letterheadings, in full colors, illustrating the books and animals, bearing a letter addressed to the children.
- (3) 6 page folders listing all of Mr. Burgess' books, containing an order blank with your imprint.
- (4) A complete newspaper electrotpe for co-operative advertising in local papers and will pay one-half the cost of the advertising.

re **new Burgess Books, as follows:**

N D Volume Three in the Green Meadow Series)
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A **BOOK FOR CHILDREN.**

PUBLISHERS, BOSTON, MASS.



New Harper Books

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By HENRY C. ROWLAND

A DUD is an unexploded shell and, in the hands of Henry C. Rowland, master weaver of mysteries, it becomes a great deal more. Some of the deliciously dangerous DUDS in this fast-moving novel are the amazing Miss Melton, The Sultana Diamond, and the loot-smuggling combine that Captain "Phoebe" Plunkett, U. S. A., was hired to break up. The whole novel is a succession of surprising and thrilling explosions.

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PEOPLE [are asking: "Well, did the war cleanse our souls? Are we at all regenerated by our baptism of fire?" Here is an answer. That elusive bird—the dove of permanent peace—is still fluttering and suspiciously shy of all overtures. More peace treaties won't catch him—only a regenerated world and actual social justice can do that. But this brief, vital, inspiring little book contains salt for the tail of that bird. Americans in all shades of political belief will find inspiration and help in this stimulating book.

Post 8vo. \$1.25 net.

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Author of "Mark Tidd"

A PAIR of jolly tramps were young Catty Atkins and his father. Then one day Catty was forbidden to play with Wee-wee Moore, and he decided to become respectable. The story of what happened then is one that will strike a joyous response in the universal heart of boyhood. "Catty Atkins" will outdo "Mark Tidd" in popularity.

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Harper & Brothers
Est. 1817.

New Harper Books

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Set down by WILLIAM HARD

THE thinking public of America has been waiting long for Raymond Robins to speak. This is the story of the man who was there, written with thrilling vividness and supplemented by reproductions of sensational documents. Raymond Robins is the man to whom Colonel Roosevelt wrote: "There isn't anybody in this country I am so anxious to see and to hear at length as you." Colonel Robins' job was to feed starving women and children, revolution or no revolution. His story of how he went to Lenine and Trotzky and demanded a free field—and got it—makes dramatic reading. But it is more than that. It is important as the authentic story of a disinterested man on Russia.

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By JOHN SPARGO

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DEFINITELY FIRST In Books

Book Publishers Figures in 4 Chicago Newspapers

Established Beyond Question the Domination of

THE CHICAGO DAILY NEWS

In Chicago Book Advertising

The Book Lineage for the year 1919:

<u>DAILY NEWS</u>	<u>TRIBUNE</u>	<u>HERALD-EXAMINER</u>	<u>POST</u>
(6 days)	(7 days)	(7 days)	(6 days)
127,391	118,991	18,556	61,320

The history of the ascendancy of The Daily News in book advertising is the history of The Book Page.

Back in 1916 before the establishment of The Book Page, The Daily News carried a negligible amount of book advertising. But book publishers were quick to respond to the influence of a book supplement which unmistakably was effecting "better reading and more of it."

The success-secret of The Book Page is its attitude. Its point of view is anything but exclusive and aloof. It is a bulletin not only for the accustomed reader but for the casual reader as well—calculated to interest every kind of person in books and the people who write them. Its style of brilliant informality makes it "The Book Page with the Personal Touch."

And publishers, who know better than anyone else, say advertising on The Book Page *actually sells books.*

THE CHICAGO DAILY NEWS

FIRST in Books

IT'S HERE! :- 1920'S FIRST BIG NOVEL

THE STORY

In a Locke novel there is always some one to love. This time it is John Baltazar—the man who came back. Because of the love of a woman, John Baltazar lived for twenty years—self-exiled—in a fool's paradise far from the world of men, and awoke one day to find civilization with its back to the wall, the land he loved aflame with patriotism, old passions forgotten, old landmarks swept away, the girl he loved a nurse, a son he had not known the wearer of a hero's cross, men in multitudes following ideals across colossal fields of agony.

How he redeemed himself, threw his mighty personality into every slightest niche of service until his country turned to him with new hope—how John Baltazar came back—that is a big story, perhaps the biggest and most lovable story Mr. Locke has yet written.

THE HOUSE OF BALTAZAR

By

WILLIAM J. LOCKE

Author of "The Rough Road,"
"The Beloved Vagabond," etc.

Cloth, \$1.90 net.

FIRST EDITION
50,000 COPIES

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PRACTICALLY EXHAUSTED

THE VERDICT

"A dramatic story of love, ambition, folly and fatherly sacrifice. We are almost moved to proclaim that it took a W. J. Locke to create Quong Ho. Anyway, this learned Celestial is a special joy set amid chapters of genuine entertainment."—*New York World*.

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"Baltazar . . . is always a joy, an intensely alive, strong and lusty, tenderhearted enthusiastic, and valiant person, human in his virtues as well as in his faults a man we are glad to know, feeling the richer for the acquaintance."—*New York Times*.

JOHN LANE COMPANY

Publishers

NEW YORK

New Address: 786 SIXTH AVENUE (at 44th Street)

PUBLICATIONS OF R. R. BOWKER CO.

Office of THE PUBLISHERS' WEEKLY

The Publishers' Weekly

Recognized as the representative journal of the publishing and bookselling interests in the United States. Contains full weekly record of American publications, all the news of interest concerning the book-trade, lists of "Books Wanted" and "Books for Sale." Subscription, \$6.00 a year in zones 1-5; \$6.50 a year in zones 6-8 and Canada; to foreign countries, \$7.00 a year.

The Book Review

Reprinted from THE PUBLISHERS' WEEKLY supplements and special numbers and issued in editions of not less than one hundred copies with the dealer's imprint, and constituting a retail book-selling publication to *draw trade*. Issued for each month of the year excepting July and August. Send for specimen copies and terms.

Books of the Month

A monthly imprint book bulletin for the use of retail booksellers. Formerly published by Herbert S. Browne Co., Chicago. Terms on application.

The American Educational List

Contains a price-list of the text-books in use in the United States, arranged alphabetically by author's or editor's name, and a detailed subject-index referring from each specific subject to authors of books on that subject. (Published annually.) 8vo, leatherette, 60 cents.

The Publishers' Trade List Annual

Contains the latest catalogues of upward of 400 American publishers, contributed by themselves and arranged alphabetically by the firm-names, with smaller lists, in the front of the volume. Indispensable to every one who has any interest in the sale or purchase of current books. Large 8vo, cloth, \$3.50.

Whitaker's Reference Catalogue of Current Literature 1920

3vo. Ready in April, 1920.

American Booktrade Manual, 1919

Containing directories of Publishers and Booksellers in the United States, and a list of booksellers in Canada; lists of trade papers and organizations, best papers for reviewing books, etc. 8vo, cloth, \$5.00.

The American Catalog Series

All volumes covering 1876 to 1895 are out of print. 1895-1900. Quarto, half morocco, \$15.00.

1900-1904. Part I. 8vo, half morocco, \$7.50.

Part II. 8vo, half morocco, \$7.50.

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1908-1910. 8vo, half morocco 10.00

The Library Journal

The representative periodical in the field of library work and development. Published twice a month. Subscriptions, \$5.00 a year; \$5.50 to foreign countries; single numbers, 25 cents.

The American Library Annual (Succeeding the Annual Library Index)

Volumes for 1911-12, 1912-13, 1913-14, 1914-15, 1915-16, 1916-17, and 1917-18, 8vo, cloth, \$5.00 each.

English Catalogue of Books (Annual)

Containing a complete list of all the books published in Great Britain and Ireland in the calendar year, with index to subjects. 8vo, cloth, \$3.00.

Directory of Book Publishers

in the United States (in "The American Booktrade Manual," 1919. \$5.00).

Directory of Booksellers

in the principal towns of the United States and Canada (in "The American Booktrade Manual," 1919. \$5.00).

Private Book Collectors in the United States 1919

A list of 3000 names, with each collector's specialties mentioned. 8vo, cloth, \$10.00.

Directory of Public Libraries

in the United States and Canada, with data concerning over 3500 of the more important ones (in "The American Library Annual," 1917-18), \$5.00.

The Profession of Bookselling

A handbook of practical hints for the apprentice and bookseller. By A. GROWOLL, late managing-editor of THE PUBLISHERS' WEEKLY. Three parts 8vo, boards, each, \$2.00; complete in one volume, half leather, \$7.50.

State Publications

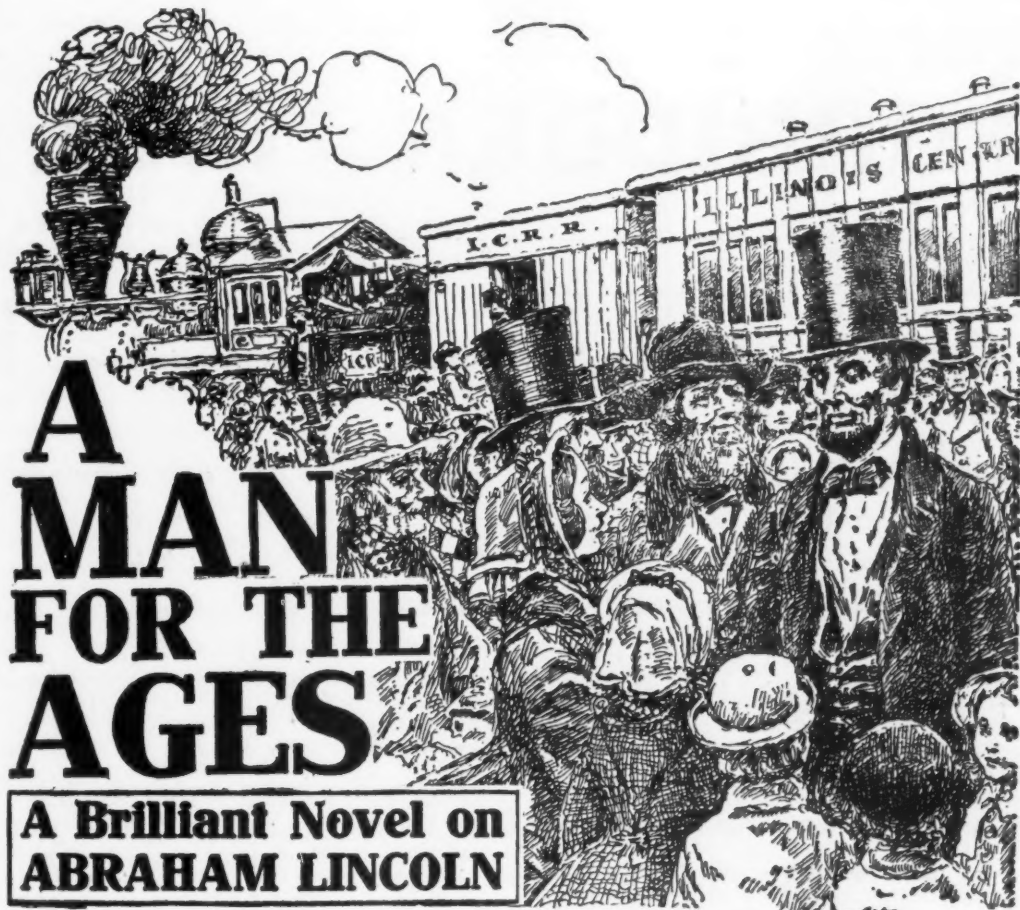
A provisional list of the official publications of the several States of the United States from their organization. Compiled under the editorial direction of R. R. BOWKER. Part 1: New England States. Part 2: North Central States. Part 3: Western States and Territories. Part 4: Southern States. The four parts bound in one vol., half morocco, \$12.00; the four parts, in paper covers, \$10.00 for the set.

Publications of Societies

A provisional list of the publications of American scientific, literary and other societies, from their organization. Compiled under the editorial direction of R. R. BOWKER. Schedules nearly 1000 societies issuing publications, and gives title-entries of all their publications, as far as data could be obtained from the societies and from libraries. 8vo, paper, \$2.50.

62 W. 45th ST. R. R. BOWKER CO. NEW YORK

Celebrate Lincoln Week With



A MAN FOR THE AGES

A Brilliant Novel on
ABRAHAM LINCOLN

By IRVING BACHELLER

Senator ALBERT J. BEVERIDGE says in *New York Times*.

It is not Lincoln the reformer nor Lincoln the statesman that we think of when we read **A MAN FOR THE AGES**, but rather it is Lincoln the human being, as he appeared among the neighbors and friends with whom he lived, when the great purposes of his life were being formed and when Providence was fitting him to achieve those purposes. Mr. Bacheller's novel is exceedingly welcome.

The Bobbs-Merrill Co., Publishers

Big Advertising Campaign on

THE

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By **HONORE WILLISIE**

Author of "Still Jim," "The Heart of the Desert," etc.

Delayed publication because of the strike permitted only limited advertising of this novel before the Holiday Season. *We are now launching a new campaign, bigger than ever, and shall push this and all Mrs. Willsie's works to the limit, because*

1. This is one of the best stories of the Southwest we have ever read.
2. We have the utmost confidence in the author and now that she has dropped her editorial work and is devoting all her time to fiction, *we can promise more regular and frequent publication of her novels.*
3. American novel readers like, first of all, *a good exciting story about people one can care about*—and that is what Mrs. Willsie's novels always are.
4. Booksellers in all parts of the country have shown that they can sell the Willsie books and that they like them because they are wholesome stories of vigorous American life.

*Booksellers wishing to co-operate in this campaign
will please write us for full particulars.*

Publishers FREDERICK A. STOKES COMPANY New York

The Publishers' Weekly

FOUNDED BY F. LEYPOLDT

February 7, 1920

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Building Americanism Thru Books

IT has been frequently pointed out that true Americanism is not a question of blood or descent but that Americans become *real* Americans by an education into the spirit and ideals of America, which may be as much needed by those who have had long residence here as by those who are more recently arrived on these shores. Americanization is the process of obtaining a spiritual access to the real America, and in the process of obtaining this access there is no tool of more importance than the book. There must, to be sure, be the approach of the schools, of a healthy and sound press, of a better use of the possibilities of the stage and the screen, of a cleaner and better government in all our communities, but there is in the book a medium that will reach out and touch people of all kinds. It can touch the adult as well as the young, the worker as well as the person of leisure, and there is contained in the books of various kinds the fullest and soundest possible introduction to an appreciation of what America means.

That a fuller distribution of the book will help meet the country's problems is easily acknowledged, and the bookseller as well as the librarian feels the responsibility of this increased need for distribution. It is undoubtedly with this feeling in mind that the Program Committee for the American Booksellers' Association has decided that its speaking program at the Philadelphia Convention in May will lay special emphasis on the "Building of Americanism Thru Books" and will enlist the cooperation of speakers who can make plain the part that the book is to play and the bookseller as distributor of the book.

Americanization is not standardization; it is not an endeavor to make everybody fit into one mould. We have room and need for many types and wide ranges of culture. The book can give not only to the new resident of America an appreciation of our history and in-

stitutions but it can also give to the long resident American an appreciation of what notable contributions may be brought to the enrichment of the Greater America by those who have come to our shores with the real intent to be part of us.

The book can give not only to the foreign born worker segregated in our midst the best possible introduction to our ideals but it can also serve to remind prominent figures in the business world that the true spirit of America is one of togetherness and democracy with this principle applying to those at the heads of organizations as well as to those who are coming in on the scale of unskilled labor. The Book in many respects has the advantage over methods of oral persuasion, as it meets people quietly and without crowd stimulation, so that the full cumulative effect of the argument makes its way into the consciousness.

It is unfortunate at this time when print is to have so great an effect on the public mind that the newspapers in our midst are not above reproach, and their opinions and attitudes are so often seriously questioned by the readers. There is, however, no doubt about the fullness and fairness of what can be found in book form, and it remains only for those who are at the channels of distribution to give full prominence to books that approach America and her problems from all points of view.

Does Paper Consumption Spell Civilization

AN English trade paper brings forward statistics to show that while the American consumption of paper has been estimated at one hundred and twenty-four pounds per head, the English consumption is only about one hundred pounds per head per annum, and goes on to state that as the standard of civilization reached by a people is marked to a certain extent by the amount of paper they consume, England should not allow Americans to maintain this advantage.

Within this period of great pulp scarcity, it does not seem necessary to urge a nation to a greater consumption of paper, not in spite of the favorable comparison made, is it wholly demonstrable that we are the twenty-four per cent more highly civilized than our cousins. By far the greater bulk of paper used is in newsprint, and of the book paper made, much more is consumed in the job presses for circulars and catalogs than is made into books.

If we are in this country larger consumers of books per capita than in Great Britain, we shall indeed take pride in any figures that will prove this, but such figures are not available. Of the one hundred and twenty-four pounds of paper per head consumed in this country, it might safely be considered that not more than one-half to three-quarters of a pound was used in our book output. The rest went into newspapers, wrappings, periodicals and circulars.

New Source of Library Revenue

WHILE many a trade has been wondering whether the coming of prohibition would have any effect on its business, there comes concrete evidence to hand that at least in one direction there has been a definite effect on book distribution. According to reports from Michigan, many libraries there have had their funds augmented by the fines imposed on the boot-leggers, and one city alone has had one hundred and fifty thousand dollars come to its library funds from that source. This is certainly an unusual and interesting evidence of the effect of temperance, and apparently it brings in funds in support of libraries and their work at a much more rapid rate than the well-known dog tax.

Still More Increases

SINCE the record of book production costs that was made for the last issue of the PUBLISHERS' WEEKLY, reports have come to hand showing still further additions that will tend to add to the percentage of increases already shown. Book cloths for binding purposes are showing a decided advance, and reports on the state of the cotton market indicate that this is not likely to be a temporary change. Beside this, the added increment on the printing costs by the award of forty-five dollars per week to printers in New York, instead of the temporary figure of forty-two, will have its immediate effect, as the award is retroactive to January 1st. These things, combined with the steadily recurring reports of real scarcity in paper, make the sixty-seven per cent increase, as reported by the figures given last week, under the real amount of the advance. It cannot be too strongly urged upon the retailer to keep all salesmen fully posted as to the actual conditions, in order that the customer shall not lack accurate information as to the reason for changes in the prices of books today.

Pen Women Organize

With the laudatory aim of aiding young writers, artists and playwrights to win recognition in their work, a New York chapter of the League of American Pen Women was organized on Saturday, January 24th. It invites the membership of women authors, journalists, editors, publishers, dramatic and scenario writers, advertising experts and other professional women. Plans for a membership drive are being instituted by Mrs. Ruth Mason Rice, president of the New York branch.

A Grolier Club Exhibit of Silver, Jeweled and Embroidered Bookbindings

Following the recent exhibition of works of William Blake, the Grolier Club at 47 East 60th Street, New York, has on view a unique series of metal and embroidered bindings. In the course of the last year two other shows of bindings (one old, the other modern) attracted many bibliophiles to the Grolier Club's rooms.

The present exhibition falls roughly under three heads: metal bindings of the middle ages, silver bindings of the seventeenth and eighteenth century and embroidered bindings of the same period.

The first section includes some of the greatest examples in the world, such as the celebrated Ashburnham Gospels with their wonderful eighth century enamels and the great binding with the arms of Emperor Charles V. Other monastic bindings are inlaid with Mosan and Limoges enamels, decorated with ivory plaques or studded with rock-crystal cabochons.

The large series of open-work silver bindings is unique and comprises the pick of several great private collections. We are reminded of the "Silver Library" at Danzig, by the numerous specimens from the German and Dutch States. From the Netherlands also come the quaint tortoise-shell covers. A group of early Greek and Armenian bindings have a charm of their own, and there is a beautiful specimen of workmanship ascribed to Benvenuto Cellini, or his pupil Manno, made for Cardinal Farnese.

The embroidered bindings are chiefly English of the seventeenth century. Prominent among them stands out the Bible of King Charles I, a truly magnificent piece of needlework. But there are also some valuable Italian and French armorial bindings, embroidered with the arms of Pope Benedict XII, Queen Marie de Medici, and others; and the Club has drawn from its own and the members' collections some beautiful and dainty French embroidered bindings of the days of Marie Antoinette. Tapestries of the sixteenth and seventeenth centuries tastefully adorn the walls of the exhibition room.

The exhibition is free to the public, and will continue until Saturday, March 6. It is open from 10 a. m. until 6 p. m., Sundays included.

WILL THE PARNASSUS ON WHEELS COME TRUE

New Experiments in Book Distribution Being Made by Public Libraries

About a year ago there appeared in an English literary magazine an article by Clive Holland on selling books from a caravan, a plan which he recommended highly to the English bookseller. Somewhat to the surprise of the American readers, Mr. Holland expatiated on the fact that this method was widely in vogue in the United States. While this country likes to be quoted as the originator of methods that have such obvious value, there had been no such general use of this method, and the chief publicity for the plan could only be traced to the delightful book of Mr. Christopher Morley called "Parnassus on Wheels," which made many people really believe that it had been done.

While the pioneer caravan in this promising field of bookselling has not yet appeared on the roads, experimentation has been made in the public library field, and in an excellent article in *McCall's Magazine* for February Miss Mary Frank, Superintendent of the Extension Division of the New York Public Library, gives a sketch of the several experiments that have been made and calls upon the American Library Association to take full advantage of the possibilities that such methods of distribution can bring. The credit for the original pioneer work in this field must go to Miss Mary Titcomb, librarian of the Hagerstown Public Library, who many years ago started to cover her Maryland county with books distributed from a special library wagon. The country people were gradually made acquainted with the possibilities of such book distribution, and in all sixteen routes were plotted out and a number of users steadily extended. From book wagon to book automobile this work has progressed and kept a steady place in the county's affection. In Sussex County, Delaware, Miss Hopkins, the librarian, has been developing the house-to-house distribution for some eight years, first, by horse and buggy and now in a car. Her equipment is simple as she places a case of books on the rear seat and so starts out to gladden the hearts of young folks and old, visiting some fifty families a day. In St. Louis and in Washington, trucks are now used for rounds of visits among the playgrounds, and the children have learned to look forward to the coming of the driver and to the attractive shelves thrown open for quick and easy access. In the famous iron country of Minnesota in the town of Hibbing there has been built a splendidly equipped truck capable of holding a thousand books and accommodating six people at a time, while the librarian serves them from a fully equipped desk inside.

In summing up the possibilities of this work and in prophesying its future development, Miss Frank says:

"One need not be a visionary to foresee the library of the future as the country's most democratic and far-reaching medium for education. Like Mahomet and the mountain, if a man cannot go after a book, the book must come to him. Of course we must continue to maintain our beautiful library buildings with their reading and reference and children's rooms. They are part of the social life of the community and essential to it. But even in the heart of the city we must penetrate with our bookwagons to parts that are as yet untouched by us.

"It has been said again and again that the average American is good-natured and easy-going. He takes things as they come and does not worry. Some people even accept as a natural corollary, "Everything comes to him who waits." That is the kind of optimism which is destructive to real upbuilding and progress. Never before in the history of our country has there been a more crying need for information, knowledge and tolerance to enable us to comprehend our overwhelming political and economic problems. We need books—books that contain truthful representation of world events, books that help us to understand our neighbors, books that will spur us on to better thinking and living. And these books *must* circulate thruout the land. The men, women and children in isolated districts *must* be given their right to these books. Let us cry with the American Library Association: "A book-wagon for every county of every state." The county is the logical unit of distribution. If your state or county law does not provide for real library services, see that it does. For we must develop and extend our free library service, if we are to make our America the country or fulfilled promise."

Fluctuations in the Book Market

Rumors of the bagging of a new English novelist by the hunting expedition which left the United States last year caused nervous selling of Walpole and Merrick, says *Life*. Lack of confirmation near the close gave them a stronger undertone, and in the last half-hour they showed a net gain for the day, which was shared by Archibald Marshall and Gilbert Cannan. News of further attacks on the Prohibition amendment and a belief in the possibility of a release of other intoxicants acted as a depressant on Hergesheimer, who has been leading the list. Practically a runaway took place in Harold Bell Wright, who established a new high record for shares traded in. Professionals believe that nothing but another increase in Federal rediscount rates to make call money more costly will check the course of Wright. Tarkington was steady, so was Rinehart. The short interest is apparent in the movements of Ibañez.

1920 AS A BOOK YEAR

Likes and Dislikes of the Reading Public Viewed by Sir Ernest Hodder Williams

Sir Ernest Hodder Williams, President of the London publishing firm of Hodder & Stoughton and vice-president of the George H. Doran Co. arrived in this country recently, full of optimism in regard to 1920 as a book year and with some interesting information about the English literary field of the present. He predicts that the coming twelvemonth will be the biggest year ever in the reading of books and says the war has multiplied the number of readers in England at least five times.

Reading was practically the only diversion left people thru London's dark days, and the men returning from service have brought back the reading habit acquired thru long waits in trenches and billets. In addition, a whole new book buying public has arisen, chiefly made up of those whom the war industries made prosperous.

These people, working men and women, curiously enough, have stimulated the sale of classics in cheap editions. The *Everyman* and similar libraries of classics report a livelier sale of Shakespeare, Thackeray, Dickens, Jane Austen, the Brontës and other English classics than ever before.

Besides the classics the new public buys certain kinds of two-shilling popular novels in great quantities. Berta Ruck and Ethel Dell, who wrote "The Way of an Eagle," are the chief writers of two-shilling best sellers.

The renaissance in poetry, which was confidently expected as a result of the war, has not materialized, to judge crassly by the sales reports. Rupert Brooke was the one poet to touch a genuinely popular chord with poetry. The rest of the host of young poets who have arisen thru the war, in spite of the whole-hearted shoutings of reviewers, remain intelligible only to that small literary aristocracy which has always rallied about poetry. Publishers, says Sir Ernest, still count themselves lucky if they sell 300 copies of the work of a highly-praised young poet. Masfield has a large public, but his vogue was established long before the war. The great favorite of the English reading public is Rudyard Kipling.

Sir Ernest said he was amazed to find how great a stir Maugham's "Moon and Sixpence" had caused in this country. In England it was favorably commented upon, but it did not provoke anything like the discussion that it did in this country. All of the contemporaneous English novelists, with the possible exception of Mr. Wells, have larger sales and a greater prestige in this country, he says, than in their own. The dominating figures in the English literary field at present, according to the more conservative English critics, are Frank Swinnerton and J. C. Squires.

The books by General French and Admiral Jellicoe are having a wide sale on the other side, but the book for which literary and

political England is anxiously waiting is that promised by Lady Asquith.

American authors are very widely read now, Sir Ernest stated. Take O. Henry for instance. It was not easy for the British public to "get" O. Henry at first. They had to try. But they've "got" him now; and all over England you hear O. Henry being quoted. People really struggled to understand and appreciate O. Henry, because they were interested in American writers and American literature; and they do appreciate him now.

While people begin with fiction, and often with very light fiction, they don't stop there. There is a very great demand for serious books in England now. Books on spiritualism, popular educational books, technical books—many of which come from America—all have wide sales. Sir Ernest also pointed out the extent to which English books have replaced German editions on the Continent.

The English railway bookstand is a great factor in facilitating the sale of books. It is usually as completely stocked as the best of American book shops. American railway bookstands are given over principally to periodicals. Considering how scarce and inaccessible book shops here are, Sir Ernest finds it surprising that books sell as widely as they do.

In summing up his ideas, he said that it was not so much any one predominant tendency in literature and reading which he noted as it was the enormous increase in the numbers, and the advance in the taste, of the reading public as a whole.

Cleveland Letters Sought for Authorized Life

Mrs. Thomas J. Preston, Jr., formerly Mrs. Grover Cleveland, has entrusted to Professor Robert M. McElroy of Princeton the task of preparing the authorized Life and Letters of President Cleveland.

All of Mr. Cleveland's papers, personal as well as public, including the collection from the Library of Congress, the letters to Commodore Benedict, Mrs. Preston's own collection, and a vast assortment of letters from personal friends and political associates, have been placed in Professor McElroy's hands. He would, however, welcome contributions from readers who had correspondence with Mr. Cleveland, as Mr. Cleveland wrote most of his letters in longhand and kept no copies.

The public has long awaited the authorized life of President Cleveland, and Professor McElroy has already arranged for its publication by the house of Harper & Bros., New York. Certain especially interesting portions of the Life and Letters will appear serially in *Harper's Magazine* before publication in book form.

NEW PRESSURE FOR PRICE MAINTENANCE

Congress Will Be Urged to Pass Legislation

Word has come from Washington that the Stephens Bill, which it is claimed will prevent the misuse of well known trade-marked articles as advertising bait to deceive the public, will be actively pushed by its friends as soon as Congress finally disposes of the railroad and water power legislation now in its last stages.

For several years representatives of wholesale and retail organizations thruout the country, as well as manufacturers, have been coming to Washington and urging the passage of the Stephens Bill. It is said that more than eight hundred national and state associations of merchants are solidly behind the measure and that only the intervention of the war prevented its consideration two years ago.

The Federal Trade Commission, after exhaustive hearings and prolonged investigation, has sent two special reports to Congress recommending legislation and formally approving the Stephens Bill. This has greatly encouraged its friends in and out of Congress in confidence of early action.

The decision to resume active work for the enactment of the bill was reached after a series of conferences here this week, and the American Fair Trade League, which has been directing the movement, has issued a statement, thru its Executive Committee, composed of prominent business men and economists, setting forth the need for legislative relief and calling for active work. The Committee's statement reads as follows:

"The effect of the decision of the Supreme Court of the United States in the Colgate case, on the right of manufacturers to refuse to sell and on the broader question of control of resale prices, has been made the subject of controversy to an extent that makes appropriate an exact statement of the position of the American Fair Trade League.

The American Fair Trade League was founded with the intention of bring about improvements in trade practices and laws which should more amply protect manufacturers, producers and dealers generally against unfair competition, with special reference to that character of unfair competition which has arisen because of modern trade practices, particularly because of the new form of good will and property created thru advertising of trade-marked or branded merchandise, and the misappropriation of this asset by unscrupulous merchants thru cut-price advertising of such merchandise, and the serious injury, not only to the producers of the article, but also to other persons engaged in legitimate trade, as well as to the general public.

It is our belief that the American Fair Trade League has been very effective in bringing about a great change in the attitude of mind of the public at large, and especially of legislators and lawyers, with relation to this subject, and that the clearer and better under-

standing now of such matters is largely due to their efforts.

The League, therefore, hailed with great satisfaction, as a real triumph, the Colgate decision, which has done much toward clarifying the situation. There now seems danger that some people may believe that the principle is acknowledged and the case won and they may rest upon their oars. Such is far from being the case. It is necessary that the Colgate decision should be very much strengthened by additional Court decisions and its meaning clarified before other tribunals will accept it as having finally settled anything. As, for instance, the Federal Trade Commission has not dismissed the complaints which they have brought covering similar cases, maintaining that this decision does not cover those cases; their attitude in those cases will be very largely influenced by the decision of the United States Supreme Court in the pending Beech-Nut case.

It is, moreover, our opinion that Court decisions like the Colgate and Beech-Nut cases, while highly desirable to secure, cannot finally dispose of the evil, as there are many forms of business not able to readily avail themselves of the principles there laid down. There can be no complete premanent settlement until the principles involved in the Colgate and Beech-Nut cases have been fully recognized and supplemented by appropriate legislation.

We, therefore, urge that our members relax no efforts to secure the passage of the Stephens-Ashurst bill, which has the endorsement of the Federal Trade Commission.

For the Executive Committee of the American Fair Trade League.

Lee Galloway

Charles E. Butler

J. Newcomb Blackman

William H. Ingersoll

Horace B. Cheney, Chairman Sub-Committee

Further Cost Increase in Printing and Paper

The arbitration board to whom was referred the issues of the New York printing strike has announced its decision in so far as it applies to the wages of compositors and linotypers. The new scale is \$45, with back pay from January 1st. The old scale was \$36.00 and \$50.00 was asked. The employing printers had offered \$42.00 and were paying that since November.

Notice has been received from many paper houses this week that book papers were now up another 10 per cent, which will bring the price over eleven cents a pound in most cases. Similar book paper could be had under five cents a pound three years ago.

Good Book-Making

The difficulties of the manufacturing department of the publishing house have increased since the troubles of the fall, and not only is it difficult for the printers to get competent work put thru but it is difficult, also, to get the best of color work or half-tone plates, even at the advance prices. Good book manufacture becomes, therefore, more difficult to accomplish and the more creditable when brought about.

No work of the last two or three months deserves higher praise as a sound piece of trade book-making than "The Turnpikes of New England" by Frederick J. Wood, published by the Marshall Jones Company and printed at the University Press. The volume is a large octavo of nearly five hundred pages, and the problems in manufacture include the making of a proper index to both pictures and illustrations, a bibliography and several pages of contents list. The illustrations, which are very numerous, are handled usually from two to four to the page and yet reproduced satisfactorily. The binding is handsome blue buckram with attractive side lettering, gilt top and a dark blue lining paper. The book is not a volume made for gift purposes but an important piece of historic research, especially timely when other systems of public transportation are in a state of evolution.

Marshall Jones Company has also made an attractive book of "The Historic Trees of Massachusetts" by James Raymond Simmons. Especially good is the board cover with cloth back and an attractive label with wood-cut decoration on the side. The book has been printed at the Plimpton Press from a most attractive font of type, and the illustrations have been reproduced in sepia from excellent plates.

A. A. Knopf has printed a novel by Walter de La Mare called "The Three Mulla-Mulgars," which is notable for its beautiful plates in four-color process, the reproduction of which shows most careful work by the plate makers. No book of the year has had this type of illustration better reproduced.

Knopf has also made a most interesting book, "Twenty Drawings" by Kahlil Gibran. The plates reproducing the drawings are very successful, the type page well selected and the binding an unusually successful piece of design and hand lettering.

The Atlantic Monthly Press has been very successful with the colored plates made by Maurice Day for "The Firelight Fairy Book" of Henry B. Weston. The color work is even better than in his previous drawings for "Jane, Joseph and John." The volume is one of the most attractive of children's books which came from the presses this year. The lettering on the back might be somewhat criticised for the extremely large type used for the publisher's name.

Another book in the *Twin Series*, this time "The Scotch Twins," emphasizes again the unusual excellence of the author's drawings for her own works. These pencil sketches al-

ways combine with the text in an admirable way and have universally appealed to both child and adult critics.

A good example of sound book-making in a simple 12mo is shown by a Huebsch new edition of Clarence Darrow's "Farmington," a simple page in Caslon type—simple and yet effective.

The new volume of the "Anthology of Magazine Verse" from Small, Maynard & Company continues the excellent format of that attractive series. The varying length and style of the verse is always handled with success, and the paper selected runs pleasantly thru the hand.

Macmillan has made an attractive small octavo of Stephen Graham's "A Private in the Guards." There is an interesting experiment of carrying the chapter number on the inside of each page, balancing the page number on the outer edge. The book carries a good index, which is not always supplied in war books of this character.

To the prominent names that have made February the month of American birthdays, it should not be forgotten that on February 11th, the anniversary of Daniel Boone's, comes the 73rd birthday of Thomas A. Edison.



HORACE A. WADE—11 YEARS OLD

Author of "In The Shadow of Great Peril" photographed as he signed publishers' contract and received royalty check from Mr. Frank K. Reilly, of The Reilly & Lee Co.

THE HOME SCHOOL FOR BOOKSELLERS

Conducted by Miss Bessie Graham

LESSON XXVI—THE MODERN PERIOD OF BRITISH FICTION

From "Trilby" to the "Trilogists"

"Novels are usually one of two types, and may generally be put into one of two classes. There are those that treat mostly of external events, and those that treat almost entirely of internal events. The external treatment is characteristic of the old-fashioned novel, as the internal treatment is of the modern novel. Our ancestors were interested, principally, in what went on in the world about them; we care for what goes on inside us. I take it that the ideal novel would exhibit a balance between these two interests. At the present time, the balance tips too much to the side of the internal."—*Rev. Hugh Benson.*

The modern period of British fiction begins with that earliest of best-sellers, "Trilby," and extends to a group of young novelists, Beresford, Cannan, Onions, Mackenzie and Walpole, who stand in such seeming league together against existing constitutions that they have been called "The Young Syndicate" in modern fiction.

The most conspicuous point of resemblance which these young novelists have in common is that they have all written trilogies. When we add to their ranks the names of Arnold Bennett and Archibald Marshall, it seems fair to say that the trilogy is the most distinctive product of contemporary fiction.

Next to the trilogy, the most characteristic type of novel of modern development is the "biographical" novel, the "cradle-to-the-grave" form of story, that follows the fortunes of one hero, in accurate chronological sequence. Butler and Beresford have given us the best novels of this type after "Jean-Christophe."

If a third type of novel were to be named as peculiar to our modern period, it would be the "family" novel. Stories that take a whole family as the hero, rather than any single individual are frequent in contemporary fiction. "These Lynnekers," "Three Sons and a Mother," "The Clinton Tetralogy," "The Way of All Flesh" are examples of this tendency of our modern writers.

DUMAURIER, GEORGE. 1834-1896.

Peter Ibbetson. Harper, \$1.50; \$2.00.

Trilby. Harper, \$1.60

Social Pictorial Satire. Harper, \$1.50.

(DuMaurier was first famous as an artist on the staff of the London "Punch," to which he contributed his incomparable satirical drawings of society. "Peter Ibbetson," 1891, his first novel, is a fanciful romance of dream life. It is a work of rare imagination and charm of style. "Trilby," in 1894, was a literary sensation. The story is laid in the Latin Quarter in Paris and is thoroly French in atmosphere. DuMaurier was born in Paris and had studied art there so his milieu was very familiar to him. "Trilby" contained a portrait of Whistler in caricature, which DuMaurier was forced by law to withdraw, or at least to change. "The Martian," a third novel, is now out of print.

Havelock Ellis, in "Impressions and Comments," has pointed out that when an artist writes he generally

writes superbly well. "Again and again it has happened that a man who has spent his life with a brush has beaten the best penmen at their own weapon. Leonardo, Blake, Rossetti, Fromentin, Michelangelo, Rodin, Reynolds, DuMaurier, Whistler, Beardsley—it is hard to think of any artist a bad writer.")

BUTLER, SAMUEL. 1835-1902.

The Way of All Flesh. Dutton, \$1.50; Boni & L., 85c.

Erewhon; or, Over the Range. Dutton, \$1.50

Erewhon Revisited. Dutton, \$1.50

Notebooks. Dutton, \$2.50

(Samuel Butler was a most versatile genius. He was an artist who exhibited in the Royal Academy, a musician who composed a cantata and an oratorio of distinction, a scientist who contributed several books to the study of evolution, the author of various books of travel, and last a novelist of at least one immortal novel. "The Way of All Flesh" is a "biographical" novel of three generations of the same family. Heredity is its main theme, and our evil systems of education its chief interest.

"Erewhon" and its sequel are Utopias, the title being the word "Nowhere" spelled backwards, "The Notebooks" are the essence of all that is best in Butler.

An earlier Samuel Butler, who lived 1612-1680, the author of a poetical satire, "Hudibras," is not to be confused with the modern Samuel Butler.)

BESANT, SIR WALTER. 1836-1901.

Works. 10 v. Harper, \$16.50

All Sorts and Conditions of Men. Burt, \$1.00

(Besant wrote a number of historical romances: "Dorothy Forster," dealing with the Stuart rising of 1715; "Faith and Freedom," with the Monmouth rising in the reign of James II; "St. Katherine's by the Tower," with the French revolution, and "Armored of Lyonesse" with Arthurian legend.

Besant is more widely read in his sociological novels. His masterpiece, "All Sorts and Conditions of Men," is a picture of East Side miseries in London, a picture so arousing that it led to the establishment of the People's Palace, an institution for the recreation of the poor. "Children of Gibeon," is on the same theme; "The Rebel Queen" deals with Woman's Rights; and "Beyond the Dreams of Avarice," with wills and lawsuits.)

DE MORGAN, WILLIAM FRENCH. 1839-1917.

Joseph Vance. Holt, \$1.75

Alice-for-Short. Holt, \$1.75

Somehow Good. Holt, \$1.75

It Never Can Happen Again. Holt, \$1.75

An Affair of Dishonor. Holt, \$1.75

A Likely Story. Holt, \$1.75

When Ghost Meets Ghost. Holt, \$1.75

The Old Madhouse (concluded by his wife) Holt, \$1.90

(De Morgan was sixty-four years of age when he wrote his first novel, "Joseph Vance." He was hailed at once as a modern Dickens. His leisurely style, and his many asides to the gentle reader are very "early Victorian." De Morgan is a painter of street and gutter life. His books are devoid of plot construction, but they contain some memorable portraits. "Joseph Vance" is the story of a little boy rescued from the gutter and brought up by a rich family. "Alice-for-Short" is a companion picture of a little girl similarly rescued. The story turns on an instance of a loss of memory from shock, a plot idea which DeMorgan used again in "Somehow Good." "It Never Can Happen Again" is based on the English deceased wife's sister-in-law. The two historical novels, "An Affair of Dishonor" and "A Likely Story" are very inferior to De Morgan's other works. "When Ghost Meets Ghost" is an excellent twin story, that treats the familiar idea of mistaken identity in twins with surprising freshness. "The Old Madhouse," a mystery story, was published posthumously.)

HARDY, THOMAS. 1840—

Works. Thin paper edition. 17 v. Harper, \$1.25 ea.

Works. Crown octavo edition. 18 v. Harper, \$1.50 ea.

(Hardy, the greatest living master of English fiction, has abandoned novel-writing for poetry. It was in 1895 that he published his last novel, "Jude the Ob-

scure," and the storm of blind and perverse criticism which the book aroused led him to give up fiction. Hardy has written fifteen novels and three volumes of short stories; "Life's Little Ironies," "A Group of Noble Dames," and "Wessex Tales." He is known as 'the novelist of Wessex' because the scene of nearly all his books is laid in the ancient kingdom of Wessex, now called Dorsetshire. (See "The Wessex of Thomas Hardy," Lane *Crown Lib.*) "The Return of the Native," "Tess of the d'Urbervilles," and "Jude the Obscure" are generally considered Hardy's three greatest works. Hardy delights to portray the grim irony of life, and fatalism and pessimism are his chosen philosophies.)

STEVENSON, ROBERT LOUIS. 1850-1894.

Complete works. Biographical edition. 31 v. Scribner, \$41.75

Complete works. Scribner. 12mo uniform edition. (Including Letters edited by Sidney Colvin and Stevenson's Life by Graham Balfour.) \$1.35, \$2.00 per v.

(Stevenson revived Defoe's novel of romantic adventure, and combined with the adventure much psychological analysis. Incident and character study had never before gone hand and hand in English fiction. "Kidnapped," with its sequel, "David Balfour" and "The Master of Ballantrae" are stories of adventure and at the same time studies of character.)

Stevenson was a Scot of the Scots, and his stories of Scottish life, told in Scottish dialect, are his greatest contribution to literature.

Three of Stevenson's tales were written in collaboration with his stepson, Lloyd Osbourne: "The Wrong Box," "The Wrecker," and "The Ebb-Tide."

Two of his books Stevenson died before having finished: "St. Ives," completed by Sir Arthur Quiller-Couch; and "The Weir of Hermiston," by many considered his masterpiece.

Two groups of essays by Stevenson bear Latin titles: "Virginius Puerisque," meaning "For Girls and Boys," and "Aes Triplex," meaning literally, "Triple Brass," a symbol of courage and stoutheartedness.)

MOORE, GEORGE. 1852—

The Brook Kerith. Brentano, \$1.50; Macmillan, \$1.75

Celibates. Brentano, \$1.50; Confessions of a Young Man. Brentano, \$1.50; Boni & L., 75c. (*Modern Library*)

Esther Waters. Brentano, \$1.50; Luce, \$1.25 (Drama)

Impressions and Opinions. Brentano, \$1.50

Lewis Seymour and Some Women. Brentano, \$1.50

The Munmer's Wife. Brentano, \$1.50

Muslin. Brentano, \$1.50

Springs Days. Brentano, \$1.50

Evelyn Innes, Appleton, \$1.40

The Lake, Appleton, \$1.40

Memoirs of My Dead Life. Appleton, \$1.60

Hail and Farewell. 3 v. Appleton, \$6.00 (v. 1 "Ave." v. 2 "Salve," v. 3 "Vale.")

Elizabeth Cooper. Luce, \$1.00 (Drama.)

(George Moore is an exponent of the "experimental" novel of Emile Zola, the novel of naturalism and realism. He is a constant rewriter of his own books. His first book, "A Modern Lover," was rewritten as "Lewis Seymour and Some Women." "A Drama in Muslin" was later rewritten as "Muslin." "Esther Waters," the story of a servant girl, has undergone many changes.)

"Evelyn Innes," with its continuation, "Sister Teresa," is the story of a prima donna who later becomes a nun. Many regard this as Moore's masterpiece. The music talks in the book led to its being called a "musical" novel, like Rolland's "Jean Christophe" and Elizabeth Sheppard's "Charles Auchester."

As an autobiographer Moore is very prolific. His "Confessions of a Young Man," "Memoirs of My Dead Life," and the trilogy, "Hail and Farewell," are all books about himself and his friends—books very defamatory to his friends, who shun "the uncoveted immortality" Moore gives them.

"The Brook Kerith" is a story of Jesus Christ. It is founded on a legend of Christ's resuscitation after his crucifixion, and his after-life as one of the Essenes, a brotherhood who lived in a monastery near the brook, Kerith in Palestine.

"A Story-Teller's Holiday" and its sequel, "Avowals," are two further autobiographies of Moore, privately printed abroad, and in a limited edition by Boni in this country.)

GISSING, GEORGE ROBERT. 1857-1903.

The House of Cobwebs and other stories. Dutton, \$1.60 (Introductory survey by Thomas Secombe)

Same. Dutton, *Wayfarers' Library*, 75c.

The Private Papers of Henry Ryecroft. Dutton, \$2.00; *Wayfarers'* 75c. Boni, *Modern Library*, 85c.

Veranilda. Dutton, \$1.60 (Introduction by Frederic Harrison)

Will Warburton. Dutton, \$1.60 *Wayfarers'* 75c.

By the Ionian Sea. Scribner, \$1.40

Dickens, A Critical Biography. Dodd, 1.50

(An excellent bibliography of the works of Gissing appears in the volume of short stories, "The House of Cobwebs," edited by Secombe. Gissing novels are sadly out of print. Out of some twenty-five titles, only six remain in print to-day. In "Shelborne Essays," More says of Gissing, "indeed he cannot be said ever to have been properly published at all. By getting together a complete and decently printed edition of his works, some enterprising publisher might benefit himself and the community.")

"New Grub Street" was the most popular of Gissing's novels. It is the story of the struggles and privations of a novelist who, like Gissing himself, wrote and starved. The theme is Gissing's favorite. His works, taken as a whole, form "an epic of poverty."

"Veranilda" is a story of classical life, a subject to which Gissing's scholarship could do credit. "By the Ionian Sea" is a volume of travel written in the author's most beautiful style. "Will Warburton," his last novel, was written in Southern France, where Gissing died.

"Dickens, A Critical Biography" is one of the most interesting studies ever made of one novelist by another.

"The Private Papers of Henry Ryecroft," essays of half-veiled autobiography, is Gissing's masterpiece. Morley Roberts imitated the title in "The Private Papers of Henry Maitland" a biographical novel about Gissing which aroused a storm of protest.)

CONRAD, JOSEPH. 1857—

Complete works. 22 v. "Deep Sea edition." Doubleday, ea. \$2.

The Mirror of the Sea. Harper, \$1.50

A Personal Record. Harper, \$1.50

The Secret Agent. Harper, \$1.50

Under Western Eyes. Harper, \$1.50

(Josef Konrad Korzeniowski was born a Pole, and he was twenty years of age before he knew a word of English. He followed the sea for twenty years, from his seventeenth to his thirty-seventh year, becoming a British Master Mariner after he was naturalized a British subject in 1884. His first book, "Almayer's Folly," was published in 1894, and its success made the seaman turn novelist permanently. "Almayer's Folly" is a sequel to "An Outcast of the Islands," which came later. With "The Nigger of the Narcissus," an epic of the sea, Conrad became known as "the novelist of the sea.")

Two autobiographical works of Conrad's are said to be the open sesame to all his novels: "The Mirror of the Sea" and "A Personal Record." These contain the "memories and impressions" of his early life.

"Nostromo" is a story of a South American revolution. "The Secret Agent" deals with the underworld of London, the world of anarchists and spies. "Under Western Eyes" is laid in Russia. "Lord Jim" is most often considered Conrad's masterpiece. It is a story of remorse, "the epic of a man's rehabilitation after being proved a coward."

Conrad has written five books of short stories: "Tales of Unrest"; "Youth"; "Typhoon"; "A Set of Six" and "Twixt and and Sea."

In his latest works, "Chance" and "The Arrow of Gold" Conrad's narrative has become so involved that it is obscure. His habitual use of the "oblique method" of telling a story, the second-hand recountal of a story, makes his books difficult reading. He follows Henry James' custom of "passing the story to the reader thru the mind of one of the personages of it."

BARRIE, SIR JAMES MATTHEW. 1860—

Complete works. 10 v. Scribner, \$15.00

Margaret Ogilvy. Scribner, \$1.35

The Little Minister. Burt, Crowell, Grosset,

(Barrie is the foremost novelist-dramatist of the present day. Together with Galsworthy and Bennett he has achieved signal success with both plays and fiction. Barrie's novels of homely Scotch life, with their subtle blend of pathos and humor, created a

public for Scotch dialect stories. "The Window in Thrums" and "The Little Minister" led the way for Crockett's "Stickit Minister" and Ian Maclaren's "Beside the Bonnie Briar Bush."

"Margaret Ogilvy" is a story-life of Barrie's mother, a bit of true fiction, and a supreme portrait of a mother. "Margaret Ogilvy" is to fiction what Whistler's portrait of his mother is to painting.)

PHILLPOTTS, EDEN. 1862—

- The Farm of the Dagger. Dodd, \$1.50
 The Mother of the Man. Dodd, \$1.50
 Tales of the Tenements, Lane, \$1.25
 Wild Fruit. Lane, \$1.50
 The Beacon. Lane, \$1.30
 The Forest on the Hill. Lane, \$1.30
 The Iscariot. Lane, \$1.00
 The Thief of Virtue. Lane, \$1.50
 The Haven. Lane, \$1.50
 Demeter's Daughter, Lane, \$1.50
 Widecombe Fair. Little, \$1.50
 Joy of Youth. Little, \$1.50
 The Girl and the Faun. Lippincott, \$2.00 (Illustrated by Brangwyn)
 The Chronicles of Saint Tid. Macmillan, \$1.50.
 The Banks of Colne. Macmillan, \$1.50
 Old Delabole. Macmillan, \$1.50
 The Three Brothers. Macmillan, \$1.50
 Brunel's Tower. Macmillan, \$1.50
 Green Alleys. Macmillan, \$1.50
 The Spinners. Macmillan, \$1.60
 The Virgin in Judgment. Moffatt, \$1.35
 The Folk Afield. Putnam, \$1.50
 Children of the Mist. Putnam, \$1.50

(Phillpotts is the most prolific novelist living to-day, having a record of about three books a year. He has already accomplished a colossal scheme of work, and has projected another. Phillpotts began as a regional writer, and became as closely associated with Dartmoor as Hardy is with Wessex. He has written some twenty novels about Dartmoor. "The Children of the Mist" which began the series, were the children of the misty moors, "The River" was the river, Dart, which gave its name to the moors of Devonshire. In all the Dartmoor novels, place is the hero, the moor is the chief character.)

Of late years, Phillpotts has abandoned Dartmoor and has begun a new group of twenty novels that will form a sort of industrial cycle. Each novel in the series has some British trade for its background: "Green Alleys" deals with hop growing in Kent; "Brunel's Tower" with the pottery industry; "Old Delabole" with the slate quarries in Cornwall; "The Banks of Colne" with the nurseries. "Storm in a Teacup" with the paper-making industry.

Two of Phillpotts' novels make rival claim to being his masterpiece. "The Mother of the Man" has been characterized as the only master-work in fiction in which a mother figures as the leading character. "The Three Brothers" is a work of powerful characterization, which provokes comparison with May Sinclair's study of "The Three Sisters.")

Phillpotts has written three good books for young people:

- Flint Heart, A Fairy Tale. Dutton, \$1.50
 The Human Boy, Harper, \$1.25
 The Human Boy and the War. Macmillan, \$1.35
 Two of his garden books are also deserving of mention:
 My Shrubs. Lane, \$3.00
 My Garden. Scribner, \$3.75

HUDSON, WILLIAM HENRY. 1862—

- The Purple Land. Dutton, \$1.60
 The Crystal Age. Dutton, \$1.60
 Idle Days in Patagonia. Dutton, \$1.60
 A Naturalist in La Plata. Dutton, \$2.50
 Adventures Among Birds. Dutton, \$2.00
 Far Away and Long Ago. Dutton, \$2.00
 A Shepherd's Life. Dutton, \$3.00
 A Little Boy Lost. Knopf, \$1.50
 Green Mansions. Knopf, \$1.75
 Tales of the Pampas. Knopf, \$1.25
 Birds and Man. Knopf, \$2.50

(W. H. Hudson is both a naturalist and a novelist. He has chosen to serve two masters, and has reached a distinction in both. "The Purple Land" is a story of Uruguay, "the land that England lost." "The Crystal Age" is a Utopia, a picture of a paragon world in which the development of the intellect is set aside for the development of the emotions. "Green Mansions" is another romance of South America, the story bearing allegorical significance.)

Hudson's two autobiographical volumes, "A Little Boy Lost" and "Far Away and Long Ago" are stories of matchless charm and loveliness. Hudson is a master stylist whose books are rich in passages of beautiful lyric prose.)

LOCKE, WILLIAM JOHN. 1863—

Complete works. 22 v. Lane, ea. \$1.50

(Locke had written eight unremembered novels before he finally won the public's favor with "The Morals of Marcus Ordeyne" in 1905. His masterpiece, "The Beloved Vagabond," followed in 1906, and Locke became known as the novelist of bohemianism and vagabondage.)

There is great sameness of plot in all Locke's books. He grows many crops from the same soil. "Septimus" "Simon the Jester," "The Fortunate Youth," and "Jaffery" repeat the same incidents to the point of monotony. But while the tales are twice-told, the philosophy, epigrams, and wit are always fresh and new.

Locke is very Gallic in temperament. He is said to speak French as a native, and his genius shows an entirely foreign influence. As the Secretary of the Royal Institute of British Architects, he claims architecture as his profession, and novel writing as his diversion.)

MERRICK, LEONARD. 1864—

- Conrad in Quest of his Youth. Dutton, \$1.60
 When Love Flies Out of the Window. Dutton, \$1.60
 The Man Who Understood Women (short stories) Dutton, \$1.60
 The Position of Peggy. Dutton, \$1.60
 One Man's View. Dutton, \$1.60
 Whispers About Women. Dutton, \$1.60
 The Actor Manager. Dutton, \$1.60
 The Stage of Fools. Dutton, \$1.60
 The Quaint Companions. Dutton, \$1.60
 When Paris Laughed. Dutton, \$1.60

(Merrick is known as the novelists' novelist, so high is the esteem in which he is held by his fellow-workers. A group of eleven English writers and one American (Howells) have become the sponsors for a collected uniform edition of his novels and short stories. Each one has written a preface to a chosen volume, the division being as follows:

- Conrad in Quest of His Youth, J. M. Barrie.
 When Love Flies Out of the Window, William Robertson Nicoll.
 The Man Who Understood Women, William J. Locke.
 The Position of Peggy, Arthur Wing Pinero.
 One Man's View, Granville Barker.
 The Actor Manager, William Dean Howells.
 Quaint Companions, H. G. Wells.
 Worldlings, Neil Monroe.
 Cynthia, Maurice Hewlett.

- The Man Who was Good, J. K. Prothero.
 A Chair on the Boulevard, A. Neil Lyons.
 The House of Lynch, G. K. Chesterton

Merrick has a prepossession for depicting the sordid side of stage life. His stories of theater people rob the theatrical profession of all its glamor. Merrick's is the philosophy of disillusion, but his disillusion is devoid of embitterment. His sense of humor he uses wholly as a "saving" sense. His irony is never grim, but always mellow and kindly.)

MARSHALL, ARCHIBALD. 1866—

- The House of Merrilees. Dodd, \$1.50
 Richard Baldock. Dodd, \$1.50
 Exton Manor. Dodd, \$1.50
 The Clinton Tetralogy.
 The Squire's Daughter. Dodd, \$1.50
 The Eldest Son. Dodd, \$1.50
 The Honour of the Clintons. Dodd, \$1.50
 The Old Order Changeth. Dodd, \$1.50
 The Greatest of These. Dodd, \$1.50
 Upsidonia. Dodd, \$1.50
 Watermeads. Dodd, \$1.50
 Abington Abbey. Dodd, \$1.50
 The Graftons, sequel to Abington Abbey. Dodd, \$1.50
 Sir Harry. Dodd, \$1.75

(William Lyon Phelps in "Archibald Marshall: A Realistic Novelist" (Dodd) has written a delightfully appreciative little handbook to the works of Marshall. Marshall is the novelist of English country life, and the reincarnation of Anthony Trollope. His tranquil and placid pages, filled with ordinary events and ordinary characters, seem to remind every one of the Barchester novels. Like Trollope, Marshall gains by

being read sequently. Professor Phelps recommends that "The Squire's Daughter" be read first, and then the three books on the fortunes of the Clinton family. "The Greatest of These" is most often rated as Marshall's masterpiece. "Upsidonia" is a work entirely out of his usual manner. It is a Utopia, which, as the title suggests, pictures the world "upside down.")

WELLS, HERBERT GEORGE. 1866—

In the Days of the Comet. Century, \$1.50
 The War That Will End War. Duffield, \$1.00
 Marriage. Duffield, \$1.50
 The New Machivelli. Duffield, \$1.50
 The History of Mr. Polly. Duffield, \$1.50
 Tono Bungay. Duffield, \$1.50
 The Island of Doctor Moreau. Duffield, \$1.50
 The Wonderful Visit. Dutton, \$1.50
 The World Set Free. Dutton, \$1.50
 Ann Veronica. Harper, \$1.50; Boni, 75c.
 Anticipations. Harper, \$2.00
 The Future in America. Harper, \$2.00
 The Invisible Man. Harper, \$1.50
 Passionate Friends. Harper, \$1.50
 Social Forces in England and America. Harper, \$2.
 Thirty Strange Stories. Harper, \$1.50
 The War of the Worlds. Harper, \$1.50
 When the Sleeper Wakes. Harper, \$1.50
 The Time Machine. Holt, \$1.00
 The Discovery of the Future. Huebsch, 60c.
 Select Conversations with an Uncle Now Extinct. Lane, \$1.25
 New Worlds for Old. Macmillan, \$1.50
 In the Fourth Year of the War. Macmillan, \$1.50
 The War in the Air. Macmillan, \$1.50
 The Wife of Sir Isaac Harman. Macmillan, \$1.50
 Bealby: A Holiday. Macmillan, \$1.50
 The Research Magnificent. Macmillan, \$1.50
 What is Coming? Macmillan, \$1.50
 Mr. Britling Sees it Through. Macmillan, \$1.60
 God the Invisible King. Macmillan, \$1.25
 Italy, France and Britain at War. Macmillan, \$1.50
 The Soul of a Bishop. Macmillan, \$1.50

The Undying Fire. Macmillan, \$1.75
 First and Last Things. Putnam, \$1.50
 Kipps: The Story of a Simple Soul. Scribner, \$1.50
 Twelve Stories and a Dream. Scribner, \$1.50
 Mankind in the Making. Scribner, \$1.50
 The Food of the Gods. Scribner, \$1.50
 A Modern Utopia. Scribner, \$1.50
 Love and Mr. Lewisham. Stokes, \$1.50
 (Wells rivals Phillpotts in prolificness. He has written as many books as the Dartmoor novelist, but not so many novels. Wells' books fall into three classes: 1. Scientific romances. 2. Sociological works. 3. Novels.)

In the first class belong such books as "The Island of Doctor Moreau," "In the Days of the Comet," "The Wonderful Visit," "The Time Machine," etc.
 In the second class are: "The Future in America," "Social Forces in England and America," "What is Coming?" "Anticipations," "The World Set Free," etc.

In the third class are his novels and short stories. It is the opinion of more than one critic that Wells has never written anything better than his early "Kipps" and "Love and Mr. Lewisham." These stories are entirely within the realm of the author's own experience, and are exceptionally "true to life." In his later novels, Wells has given over his art to propaganda. "Ann Veronica" promotes feminism, "Joan and Peter" reforms education, and "God the Invisible King" and "The Soul of a Bishop" advocate a new religion.

"The World of H. G. Wells" by Van Wyck Brooks (Huebsch) is an admirable study of Wells' many reformatory ideas. J. D. Beresford has written a helpful handbook to Wells' works in Holt's "Writers of the Day" series.)

This Lesson XXVI will be concluded in the issue of February 21st.



A BIBLE THAT IS WRITTEN BY HAND.

In connection with a Bible crusade in England this huge volume five feet two in height and three feet six in width has been compiled of verses hand-written by 12,000 different contributors. The King and Queen were among the contributors.

The Librarian as Bookseller

Another instance of the woman's library training finding her a field of activity in the bookshop was brought to the front by an article in the *Dry Goods Economist* written by Miss Alice E. Fuhrmeyer, who has charge of the Book Department at E. W. Edwards & Son, Syracuse. Miss Fuhrmeyer, in reviewing her experience, emphasizes the matter of personal contacts which the manager of a bookstore needs to form—contacts with women's clubs, dramatic and literary societies, public libraries and schools and all societies for the education of young people. She says:

"I find that my library experience has been of great assistance. It has given me an understanding of the different classes of books wanted in the community and also a knowledge of what certain classes of people in the community demand.

"It also has provided me with ideas as to how to reach these classes successfully. For instance, I know that if I can secure the assistance and co-operation of several of the leading literary women of the town, who are prominent in club and literary association work, I can create in them friends who will aid me in placing my books on the market—aid me in getting in touch with members of various organizations in such a way that sales will naturally follow."

Her suggestion as to the value of a circulating library as a means of building steady custom is of interest as confirming the experience of many other stores. This department, she believes, builds friendships and makes permanent customers as well as building the book habit among a wide circle of people.

As is natural with anyone entering the book field from a library, Miss Fuhrmeyer has laid special attention on children's books.

"One of my particular hobbies is the children's book section and in this I make every effort to appeal, not only to the desire of the children, but the desire on the part of the mothers to have their children appear well-read and well-informed.

"I am specializing on the better class of juvenile books and have one table in the department that is devoted entirely to juvenile books that have been recommended by the public librarian. There is a large sign on the table to the effect that all these books have been recommended by the librarian in charge of the children's section of the public library, and the mother knows that in selecting one of these books she is selecting something that has been passed by the Library Board and is suitable for children to read.

"Children's books can be sold at all seasons of the year, and by intelligently studying requests made by children in the public library one can easily lay in stock that will make a universal appeal.

"Recently, during 'Children's Book Week,' I made arrangements with the public library

whereby we would carry certain books in stock and advertise this fact quite broadly in the papers. As a result we had a great demand for a certain grade of children's books and at this time the public librarian is sending many customers here, as she knows we have on hand the right kind of books.

"I also arranged a display of our books at the public library. This display was a table of books with a card stating that any of these books could be purchased at the Edwards' store. Many customers resulted from this display.

Boy Scout Anniversary

On February 8th, 1910, the Boy Scouts of America was legally incorporated at Washington, D. C., under the laws of the District of Columbia. It is the tenth anniversary of this event that will be celebrated from one end of the country to another. To-day there are nearly four hundred thousand scouts organized under efficient leaders and with national standards of conduct and service.

This great body of American youth have been taught, among other things, that the book has practical and inspirational value and from their ranks will come many of the steady book-buyers and book-readers of the future.

The bookseller has many practical as well as idealistic reasons for co-operating with the Boy Scout leaders in the anniversary celebration.

Book Production Conditions in Ireland

In Dublin as in London and New York, says a correspondent of the *London Athenaeum*, the enormous increase in the manufacturing cost of books does not seem to have deterred newcomers. While the public recoils in horror from the—relatively—slight increase in the price of books, and the gravest and most venerable publishing potentates avow their alarm in the press, new publishers are rising up to face the (apparently) impossible conditions. They must be as optimistic as the authors themselves, who continue without even the hope of war bonuses, or a strike for larger cheques. No comment seems to have been aroused by the fact that, in the tables of expenses recently published in the newspapers to show the increase in every item of book production, one item remains unchanged. Needless to say, it is the amount payable to the author.

It is becoming a noticeable feature of Irish publishing that many publications are primarily intended for local consumption. There is a large Irish public which has hitherto been satisfied with newspapers, but is now demanding books, and it is in response to this demand that publishing here has developed. In such circumstances it is inevitable that the supply reflects the taste of the plain people whose "clarified common sense" excited the enthusiasm of Dr. Woodrow Wilson more than it has usually appealed to critics of literature.

IN THE FIELD OF THE RETAILER

Should Charge accounts be Encouraged?

The last few years have witnessed such an increase in the proportion of "charge" business to "cash" that the question arises: Is it wise, in the face of an already large working capital which is non-productive to permit such an increase? Should the customers' accounts be fostered and encouraged to greater volume or should strict terms of settlement be enforced in an effort at reduction so as to get greater turnover?

A writer for the *Dry Goods Economist* brings up this query in an article in which he goes on to show that the charge business cost-of-operation forces an additional expense upon the cash customer. Quoting him:

"A store having a total sales volume of \$5,000,000 may have 30 to 40 per cent of its business coming thru as charge sales—requiring 40,000 individual accounts to be posted daily, including returns, adjustments and payments.

"The getting out and mailing of the monthly statements necessitates a tremendous amount of detail work to insure accuracy. Speed, to keep postings up to date, is also an essential.

"It follows, therefore, that there must necessarily be expense besides the overhead charges of rent, light, heat, power and insurance. Credit rating expense, loss on unpaid returnable merchandise, discounts on adjusted claims, salaries, repairs to equipment, telephone, credit information and the final aging of the accounts, interest on investment, and debits to profit and loss for uncollectable accounts—all of these help swell the cost of handling this kind of trade.

"It is evident that there are some very good reasons why the charge customer is deemed more desirable than the cash customer—for example, the closer bond existing between her and the store, as a result of which she is less liable to flit around from store to store.

"Whatever the advantages in favor of the charge business may happen to be, however, they ought not to be used as a base for assuming that to 'shift' the extra expense involved is just. The kind of trade that creates the additional cost should bear it.

"Merchants, buyers, salespeople and other members of stores' personnels will agree that most of their annoyances and adjustments develop from the credit system of merchandising and usually are brought about by some demand on the charge customer's part that is contrary to the store's general rules or established policy. It is also a curious fact that such customers assume a superiority over their less favored friends whom they are, unthinkingly penalizing. They expect, demand and insist on attention and service for which the cash customer would hesitate to ask. And for this privilege the charge customer purchasing \$100 worth of goods during a month, receives as a 'service discount,' say \$1, whose 'cost' is shared by all the store's customers.

'Is it fair? Or again, is it a wise policy to encourage.'

"To make readjustment of prices in favor of the cash customer, and against the charge customer, for the extra risk and expense borne by the merchant, or to lessen the charge customer's privileges, are steps which it will take a brave merchant to initiate. But the readjustment must come sooner or later. It is possible that local merchants' bureaus may handle the problem with a fair degree of success by concerted action.

Selling Health Books

There can be no doubt that the public has never been so ready as now to take an interest in public health and personal hygiene and that preventive medicines of practical kinds have a first interest to thousands of people. The bookstore has an unusual opportunity to serve that great body of citizens who wish to have at hand books of reliable character for various points in medicine and health. Especially is the interest keen, as winter draws to a close, when people have been made conscious of their various lapses from perfect health by illness and incapacities.

The W. B. Saunders Company is taking a very constructive attitude on this matter and is planning a wide campaign of publicity to interest people in the purchase of health books, its own list in this line being, of course, very strong. The Saunders Company is to carry national advertising in *The Survey* and *The Nation*, doing special newspaper advertising in large centers, directing people to the bookstores, and is supplying thousands of special folders carefully prepared, as well as sending out tens of thousands under the firm's own letterhead, saying that these books are available in leading bookstores. The campaign seems well conceived and should help bookstores build up a sound business in this field.

A Financial Creed for 1920

I believe in the United States of America.

My opportunity and hope depend upon her future.

I believe that her stability and progress rest upon the industry and thrift of her people.

Therefore I will work hard and live simply.

I will spend less than I earn.

I will use my earnings with care.

I will save consistently.

I will invest thoughtfully.

To increase the financial strength of my country and myself I will buy Government securities.

I will hold above barter the obligations my country thus incurs.

I will do these things to insure the greatness of America's future.

—Suggestions from Government Loan Organization.

AMONG THE PUBLISHERS

IRVIN COBB'S new stories bring forward familiar friends from Judge Priest's country as well as from Manhattan.

"TERRY'S Short Cut to Spanish, which has just been issued by Houghton Mifflin, is by the same authority as their well known "Guide-book to Mexico."

L. ALLEN HARKER has added another to her series of pleasant English stories, this time, the heroine, Allegra, being a young actress "in stock."

ON February 11th, the seventy-third birthday of Thomas Edison, a special interview with Edison will be printed in the newspapers of the country.

MAJOR HERBERT IVES, author of "Airplane Photography," just issued thru Lippincott's, has been in charge of the experimental branch of the photographic department of the United States Air Service.

SIR Ernest Shackleton's volume, "South," which has had so successful a sale in England, is now ready in the American edition and has a fine collection of Arctic photographs as well as important maps.

LEON BAZALGETTE has been a staunch advocate in France of Walt Whitman, and his volume on "Walt Whitman, The Man and His Work" has now been put into English translation by Ellen FitzGerald thru Doubleday, Page.

SCRIBNER'S have further strengthened their series of hand books on athletic sports by a volume on "Basketball" by Helen Frost and C. D. Wardlaw. As in the other books on "Baseball" and "Athletic Training," the volume is fully illustrated and is authoritative in every detail.

One of the innovations planned for spring by the new firm of Scott & Seltzer is the publication of an interesting series to be called *The Modern Library of Social Science*, which they will issue in conjunction with an English house. The subjects in the series will deal interestingly and popularly with some of the vital issues of the day, political, social and industrial, and the questions confronting present day society will be treated by recognized authorities in the various fields. In its aim of appealing primarily to the general public, to the intelligent man and woman of the twentieth century, it is hoped that the series will also prove of value to students of sociology and economics. Ramsay MacDonald has been chosen as editor of the series and the first volume, announced for February publication, is a book entitled "Parliament and Revolution" which comes from his pen.

THE newest book by Dr. Sigmund Freud is entitled "A General Introduction to Psychoanalysis." It is in simple language and addressed to laymen and students. The volume is to be published by Boni & Live-right.

IN connection with a mid-winter book Season, the sales department of J. B. Lippincott Co. is planning special posters for the *Trail Blazers*, the *Merit Books for Boys and Girls* and the *Children's Classics*. It expects to distribute a large number of circulars in regard to all three series.

FROM the moment of its call to arms to the day when its victorious home-coming troops marched proudly up Fifth Avenue, the "Fighting Sixty-Ninth" stood out as one of the best beloved and most picturesque of regiments. Now in "Father Duffy's story" (Doran) we can read of its achievements in the big fight. The book, written by an Irishman with the proverbial Irish wit, gives a vivid, intimate picture of the men and their life, and closes with an historical appendix by Joyce Kilmer, giving complete lists of citations and engagements.

PROFESSOR CHARLES SEYMOUR of the Department of History at Yale has been selected by the Yale University Press to write a volume on "Woodrow Wilson and the Great War" for the *Chronicles of America series*. In 1917 he gave up his university work to become associated with a movement started by Colonel House for gathering data for use by the American representatives at the Peace Conference. The next year he was a special assistant in the Department of State at Washington and later went abroad with the Peace Commission. At Paris he was chief of the Austro-Hungarian Division of the American Commission to Negotiate Peace, and served as United States delegate on the Commission to study Rumanian, Jugo-Slav and Czechoslovak affairs.

THE *Loeb Classical Library*, that admirable plan suggested by Mr. James Loeb for a modern library of classical Greek and Latin, with the original text on one page and English translation on the other, has now reached a hundredth volume, and at this time the publishers announce new titles which will carry the series when completed well beyond the hundred mark. C. F. Smith is to translate "Thucydides," and the first volume of fourteen is ready from G. P. Putnam's Sons. Mr. B. O. Foster is responsible for the translation of "Livy," and volume one of the thirteen volumes set is ready. Besides these two long and important sets, "Martial," translated by W. C. A. Ker, is coming, in two volumes and "Ausonius," translated by H. G. Evelyn White in two.

CHANGES IN PRICE

ISAAC PITMAN & SONS
Cats for Pleasure and Profit (Simpson) \$1.35
Dictionary of Bookkeeping (Porters) \$3.
FREDERICK A. STOKES CO.
Hoyle's Games, popular edition. Paper, net \$1.00; boards, net \$1.50; cloth, net \$2.00
BOOK SUPPLY CO.
The Re-Creation of Brian Kent, by Harold Bell Wright, \$1.75 net.
GEORGE H. DORAN CO.
Mince Pie by Christopher Morley, now \$1.75
Spiritual Voices in Modern Literature, by Trevor H. Davies, now \$2.50
J. W. LUCE & CO.
Dunsany, Tales of Three Hemispheres, \$1.50 to \$1.75
Plays of God and Men.
Time and the Gods
The Sword of Welleran.
A Dreamer's Tales
A Book of Wonder
The Last Book of Wonder, all from \$1.50 to \$1.75.
Synge, The Well of the Saints
Deirdre of the Sorrows, both from \$1.00 to \$1.25
Ibáñez, Luna Bena Benamoe from \$1.25 to \$1.50
Lewis, Technique of the One Act Play, from \$1.50 to \$1.75
Mencken, Philosophy of Nietzsche, from \$1.75 to \$2.00
De Gourmont, A Night in the Luxembourg, from \$1.50 to \$1.75

Centralizing the Publishing Industry

New York, Jan. 29, 1920.

Editor, PUBLISHERS' WEEKLY:

We have read your article in the last issue of the WEEKLY, "A New York Publishing Center." We have a very live interest in the subject, as we are at present moving to a new location, No. 44 East 23d St., with the unpleasant prospect confronting us of having to move again in a year's time due to certain conditions that have to be met. We would welcome locating in a building that would house publishers, but it is our opinion that such a building should be between 30th and 50th Streets, and not far from Broadway or Fifth Avenue. The district outlined in your article would seem to us ideal, and we would like to co-operate in any way possible with yourselves and any other publishers who feel the same way toward centralizing the publishing houses in such a location.

THE NEW YORK BOOK COMPANY,
Walter G. DeWitt, Pres.

A New Chicago Bookstore

Miss Fanny Butcher, well-known to the book-trade for her work on the book page of the Chicago *Tribune*, is opening shortly a book-store on the ground floor of the Pullman Building, just round the corner from McClurg's. Miss Butcher has just returned from New York where she has been purchasing stock and arranging business connections. There are rumors, too, in Chicago of still another store.

Periodical Notes

HARRY HANSEN, who is to become editor of the "Wednesday Book Page" of the Chicago *Daily News*, taking Mr. Sell's place, who is to become editor of *Harper's Bazar*, is known in the book-trade by his successful and delightful book, "The Adventures of the Fourteen Points," published by the Century Com-

pany. He is a graduate of the University of Chicago and has been in newspaper work about ten years as reporter, editor and foreign correspondent. He speaks French and German fluently, and will be able to give attention and appreciation to European literature, as well as to American and English.

Obituary Notes

ROBERT MATTESON JOHNSTON, chief historian of the American Expeditionary Forces, died at his home in Cambridge on January 28th. He was an authority on military affairs and only recently completed a series of lectures before the General Staff at Washington. Professor Johnston, who was fifty-two years old, was born in France and educated in France, England, Germany and this country. He left the chair of modern history at Harvard University to go overseas and returned to his professorship only a few months ago. He was the author of several books dealing with the history of Rome, the Napoleonic Wars and the French Revolution, among them being "The Roman Theocracy and the Republic 1846-9," 1901; "The Napoleonic Empire in Southern Italy and the Rise of the Secret Societies," 1904; "The French Revolution," 1909; "Arms and the Race," 1915.

THOMAS F. CADIGAN, head of the magazine department at Brentano's, New York, for thirty-seven years, died on February 3rd. He had been in failing health for nearly a year.

Personal Notes

HOLDING that the orderly evolution of society can be secured only by the abolition of interest, the Live and Let Live League of Xenia, Ill., has started a magazine, *Humanity First*, whose mission it is "to rescue man from the scrap-heap to which interest has thrown him." The price of the new periodical is 25 cents a year.

Business Notes

HALIFAX, NOVA SCOTIA.—Davidson L. Clyde & Co. have retired from business.

WATERTOWN, N. Y.—The Watertown News Co. has dissolved.

NEW YORK CITY.—A. Wessels, representing John W. Luce & Co., A. C. McClurg & Co., Lloyd Adams Noble, and the *Magazine of Wall Street*, moved February 1st to 126 E. 28th Street.

NEW YORK CITY.—By February 1st the Block Publishing Co. expects to be in new quarters at 16 W. 23rd St., near Fifth Ave.

CHICAGO, ILL.—Howard A. Gould is now buyer and general manager of the retail department of A. C. McClurg & Co. while Guy Kendall does the buying for the wholesale department.

THE WEEKLY RECORD OF NEW PUBLICATIONS

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ft. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Acosta Mercedes de

Moods; prose poems. 45 p. O '19 c. N. Y., Moffat, Yard bds. \$1.25 n.

Adams, Carl Bruno

Mack. 58 p. D [c. '19] [Wash., D. C.] Saulsbury Pub. [601 G St., N. W.] 75 c.
Story of a monkey.

Adams, Henry

The degradation of the democratic dogma; with an introd. by Brooks Adams. 15+317 p. D '19 N. Y., Macmillan \$2.50 n.

Agee, Alva

Right use of lime in soil improvements. 89 p. D N. Y., Orange Judd Co., 315 Fourth Ave. \$1.25

Baketel, Oliver Sherman, ed.

The Methodist year book, 1920. 276 p. il. pors. tabs. O N. Y. and Cin., Meth. Bk. Concern pap. 25 c. m.

Balderston, John Lloyd

The genius of the Marne; a play in three scenes; with an introd. by George Moore. 15+86 p. D '19 c. N. Y., N. L. Brown bds. \$1.20 n.

Bardeen, Charles William

Coykendall Webb, and other stories about schools. 234 p. D [c. '19] Syracuse, N. Y., C. W. Bardeen, 315 E. Washington St. \$1

Bazalgette, Léon

Walt Whitman: the man and his work; tr. from the French by Ellen FitzGerald. 18+

355 p. O c. Garden City, N. Y., Doubleday, Page \$3.50 n.

Biography and interpretation of Walt Whitman.

Bennet, Robert Ames

Bloom of cactus; front. [in col.] by Ralph Pallen Coleman. 6+248 p. D '20 c. '19 Garden City, N. Y., Doubleday, Page \$1.50 n.

Story of adventure in the Arizona desert.

Bible. Selections

The beautiful gift book, chosen and arranged by Sara E. Brandis. 51 p. D [c. '19] [Wash., D. C.] Saulsbury Pub. 50 c.

Bispham, David Scull

A Quaker singer's recollections. 401 p. pls. pors. O c. N. Y., Macmillan \$4 n.

Autobiography and reminiscences of a famous baritone.

Bogue, Benjamin Nathaniel

Stammering, its cause and cure. 279 p. por. D '19 c. Indianapolis, W. M. Burford [385 Meridian St.] \$3

Bomberger, Henry A.

Will Christianity survive? 158 p. D (Messages of mutuality) [c. '19] Bala, Pa., Ben Adhem Press \$1

Boswell, James

Life of Samuel Johnson; ed. by Arnold Glover; introd. by Austin Dobson. 3 v. 458; 464; 466 p. il. pors. maps O N. Y., Dutton \$12 n.

Published in England in 1901.

American Association for International Conciliation

Comments of the German delegation on the conditions of peace. 141 p. D (International conciliation) '19 N. Y., Am. Assn. for Internat. Conciliation, 407 W. 117th St. pap.

Arizona. Council of Defense

A record of the activities of the Arizona state Council of defense from formation April 18, 1917, to dissolution June, 1919. 50 p. tabs. O Phoenix, Ariz., State Council of Defense pap.

Bankers Trust Company

Important financing since the armistice; a digest and review of the more important financing by American railroad, utility, industrial and other corporations during the nine months following the sign-

ing of the armistice, November 11, 1918. 58 p. D [c. '20] N. Y., Bankers Trust Co. pap.

Barbee, Lindsey

The real thing after all; an after the war comedy-drama in three acts. 115 p. plan D [c. '19] (Denison's select plays). Chic., T. S. Denison & Co., 154 W. Randolph St. pap. 35 c.

Ruth in a rush; a comedy in three acts. 110 p. plan D (Denison's select plays) [c. '19] Chic., T. S. Denison & Co. pap. 35 c.

Bishopp, Fred Corry, and Wood, Herbert Poland

Mites and lice on poultry. Rev., August, 1919. 31 p. il. O (U. S. Dept. of Agric. farmers' bull. 801) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Bronson, Walter Cochrane

A short history of American literature. Rev. and enl. ed. 9+490 p. (bibls.) D [c. '19] N. Y., Heath \$1.48 n.

Camp, Charles Wadsworth

The gray mask; front. by Walter De Maris. 301 p. D c. '15-'20 Garden City, N. Y., Doubleday, Page \$1.75 n.

Adventures of a young detective who falls in love with his chief's daughter, herself an expert detective.

Canion, W. G.

The truth of the hour, not the truth of yesterday, not the truth for tomorrow, but the truth for today. Revive the thought on how to deal personally with God. 6+252 p. pors. S [c. '19] Balt., W. G. Canion \$1

Carleton, William

Stories of Irish life. 364 p. il. D (Lib. of Irish literature) N. Y., Stokes \$1.75 n.

Case, Carleton Britton

The big joke-book; over 700 of the funniest jokes ever told. 159 p. D [c. '19] Chic., Shrewsbury Pub., 5525 So. Boulevard \$1.25 n.

Chiera, Edward

Lists of personal names from the Temple School of Nippur: Lists of Sumerian personal names. 179-278 p. pls. Q (Pubs. of the Babylonian Section, v. II, no. 3) '19 Phil., Univ. of Penn., Univ. Museum [N. Y., Appleton, agts.] pap. \$5

Cunningham, Bertis H.

Le petit maître de français. 100 p. D [c. '19] Newark, N. Y., B. H. Cunningham \$2.10

Curtiss, Mrs. Harriette Augusta, and Curtiss, Frank Homer

The key of destiny; a sequel to The key

to the universe. 10+328 p. pls. por. diags. O [c. '19] N. Y., Dutton \$3 n.

Continues author's course of instruction on the mystic science of numbers and allied subjects. Index.

Dane, Clemence

Legend. 5+199 p. D c. N. Y., Macmillan \$1.50 n.

A novel in which the life story of the heroine, a successful fiction writer, is told by a group of friends after her death.

De La Mare, Walter John

Rupert Brooke and the intellectual imagination; a lecture. 41 p. D c. N. Y., Harcourt, B. & H. pap. 75 c.

Elliott, Charles Gleason

Engineering for land drainage; a manual for the reclamation of lands injured by water. 3d ed. rev. 18+363 p. il. tabs. diags. (1 double) D '19 N. Y., Wiley \$2.50

Ellis, David

Iron bacteria. 179 p. il. O '19 N. Y., Stokes \$4 n.

Frost, Helen, and Wardlaw, Charles Digby

Basket ball and indoor baseball for women; with an introd. by Thomas D. Wood. 17+154 p. pls. diags. D c. N. Y., Scribner \$1.50 n.

First author is director of athletics for women, Teachers College, Columbia University, second author is instructor in athletics, Columbia University Summer Sessions.

Goldsmith, Milton [Astra Cielo, pseud.]

I wonder why; the how, when and wherefore of many things; il. by Rose S. Berger. 10+276 p. il. D [c. '20] N. Y., G. Sully & Co. \$1.75 n.

Wonders of light, heat, electricity, steam, sound, gravity, etc., explained for children.

Brown, Ernest Vinton

The first Easter morn [verse]. 32+4 p. O '19 c. Concord, N. H., E. V. Brown bds. 75 c. n.

Byrum, Isabel Coston

The poorhouse waif and his divine teacher; a true story. 223 p. D [c. '19] Anderson, Ind., Gospel Trumpet Co. 60 c.

California State Mining Bureau

A review of mining in California during 1919, with notes on the outlook for 1920, labor conditions, needs of the industry. 43 p. O (Preliminary report, 6) San Francisco, Cal. State Mining Bu., Ferry Bldg. pap.

Carr, Henry Walter

The story of potash. 23 p. O [c. '19] Big Pine, Cal., Inyo Chemical Co. pap. gratis

Davis, Mark Twain

Michigan procedure and practice before Circuit court commissioners, including the law of landlord and tenant, summary proceedings, the housing law, forms, etc. 23+669 p. O '19 c. Detroit, Mich., F. S. Drake, Buhl Block \$7.50

Dearing, Charles

Unfermented grape juice; how to make it in the home. 32 p. il. O (U. S. Dept. of Agric. farmers' bull. 1075) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

De Luxe Building Company, Los Angeles

"Kozy-homes," the small bungalow in its high-

est state of development. [5th ed., rev.] 54 p. il. plans obl. S c. '19 Los Angeles, Cal., De Luxe Bldg. Co., 521 Union League Bldg. pap.

Dunn, Fannie Wyche

Educative seat work. Rev. 1919 by Fannie W. Dunn and Bertha Wells. 80 p. il. O (La. State Normal School for women, v. 5, no. 2) [c. '19] Farmville, Va., State Normal School for Women pap. 35 c.

Earle, Georgia

Gettin' acquainted; a small town comedy. 32 p. por. D (Denison's royalty plays) [c. '19] Chic., T. S. Denison & Co. pap. 35 c.

Eldredge, William Skinner

Plan for the Universal order of the Holy Grail, purity—good citizenship—service. 23 p. S [c. '19] Santa Barbara, Cal., W. S. Eldredge pap. 50 c.

Ellenberger, William Penn, and Chapin, Robert Macfarlane

Cattle-fever ticks and methods of eradication. 32 p. il. map plan O (U. S. Dept. of Agric. farmers' Bull. 1057) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Ellis, Edith

Whose little bride are you? a farce comedy in three acts. 152 p. D (Denison's royalty plays) [c. '19] Chic., T. S. Denison & Co. pap. 50 c.

Godbey, Rev. William B.

Happy nonagenarian. 184 p. D '19 c. Zarephath, N. J., Pillar of Fire 50 c.

Goodyear, Lloyd Earnest, and others

Goodyear's secretarial bookkeeping; a course in private accounting, form writing and business methods for the investor and man of affairs. 104 p. O (American book-keeping ser. unit 5D) c. '19 Cedar Rapids, Ia., Goodyear-Marshall Pub. pap. with loose leaf binder \$4; to schools \$3

Hackett, Francis

Ireland; a study in nationalism. 3d ed. 410 p. O '19 c. '18 N. Y., Huebsch \$2

Hagen, Hugo J. von

Graphology; how to read character from handwriting; studies in character reading, a text-book of graphology for experts, students and laymen; with il. including reproductions of writing from the earliest ages to the modern penmanship, showing the growth and progress made in the art of handwriting. 320 p. il. facsms. D '19 c. N. Y., Robert R. Ross, 110 W. 40th St. \$4.50 n.

Result of author's thirty-five years of research in the study of handwriting as an index to character.

Hamilton, Lord Ernest William

Elizabethan Ulster. 352 p. fold. map O [n. d.] N. Y., Dutton \$6 n.

Reviews Ulster's history and present position explaining why she so bitterly resisted home rule.

Hanson, Ole

Americanism versus Bolshevism. 11+299 p. por. D c. '19-'20 Garden City, N. Y., Doubleday, Page \$1.75 n.

Account of author's fight against the instigators of the Seattle general strike with a indictment of Bolshevism and constructive suggestions for its cure.

Harker, Mrs. Lizzie Allen

Allegra. 357 p. D '20 c. '19 N. Y., Scrib-

ner \$1.75 n.

Story having to do with dramatic life in London.

Harrington, George R.

The Peirce dictation book. 274 p. S (Peirce ser.) '19 c. Phil., Peirce School, 1420 Pine St. \$1.25

Dictation book for shorthand classes.

Harvard University. Fogg Art Museum

Collection of Mediaeval and Renaissance paintings. 380 p. il. pls. O '19 c. Cambridge, Mass., Harvard Univ. hf. cl. \$7.50

Hastings, Mrs. Mary Louise Cutter Jones, comp.

Behold a sower! A book of religious teaching for the home; selected and arranged for the Committee on religion in the home. 12+211 p. D '19 c. Bost., Beacon Press \$1.50 n.

Hogan, Walter

The call of the hen; or, The science of selecting and breeding poultry for egg-production. Rev. ed. 115 p. il. O c. '19 Kansas City, Mo., Am. Poultry School, 115 E. 31st St. \$2

Howe, Charles Burton

Mechanical drafting manual. pt. 1, 15 lessons; pt. 2, 16 pls. O '19 c. N. Y., Wiley in pap. envelopes ea. pt. 50 c.

Corrected entry.

Index generalis universitatum et eminentium

scholarum; annuaire général des universités; the year book of the universities; publié sous la direction de R. de Montessus de Ballore, avec l'encouragement du ministère de l'instruction publique. 768 p. D '19 N. Y., Lemcke & Buechner hf. cl. \$4 n.

Griffith, Eleanor Glendower

Cho-Cho and the health fairy; six stories; il. by Jessie Gillespie. no paging il. (part col.) S '19 c. N. Y., Child Health Organization of America, 156 Fifth Ave. pap. 100 copies \$10

Guaranty Trust Company of New York

Trading with Australasia. 18 p. il. O [c. '19] N. Y., Guaranty Trust Co. of N. Y. pap. gratis

Hamilton, Harry

For the love of Johnny; a play of human hearts in three acts. 149 p. il. D (Denison's royalty plays) [c. '16-'19] Chic., T. S. Denison & Co. pap. 35 c.

Formerly produced under title "When a Girl Loves."

Hare, Walter Ben

Assisted by Sadie; a comedy of mystery in four acts. 150 p. plan D (Denison's royalty plays) [c. '19] Chic., T. S. Denison & Co. pap. 35 c.

My Irish Rose; a comedy-drama of Irish life in three acts. 91 p. il. D (Denison's select plays) [c. '19] Chic., T. S. Denison & Co. pap. 35 c.

Harrington, Harry Franklin, comp.

The store that fire could not destroy; a little story of an University of Illinois institution that seeks to serve, no paging il. obl. T Urbana, Ill., Univ. of Ill. pap.

Harter, Leonard Lee

Sweet-potato diseases. [Rev. ed.] 24 p. il. O (U. S. Dent. of Agric. farmers' bull. 1059) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Haskett, Mary C.

A noble life. 94 p. D [c. '19] Anderson, Ind., Gospel Trumpet Co. 60 c.

Hurley, John

The tree, the olive, the oil in the Old and New world. 44 p. col. front. por. D c. '19 Little Falls, N. Y., John Hurley, 507 Main St. pap.

Indiana. Historical Commission

The Indiana centennial, 1916; a record of the celebration of the one hundredth anniversary of Indiana's admission to statehood; ed. by Harlow Lindley. 441 p. il. pls. por. O (Indiana historical collections) '19 Indianapolis, Indiana Historical Soc. \$1.50

Irish, Marie

The Christmas entertainer; recitations, monologues, drills with songs, exercises and dialogues, for all ages. 134 p. il. diags. D [c. '19] Chic., T. S. Denison & Co. pap. 35 c.

Kelleher, Minnie H.

Catholic reading list; a catalogue of books by Catholic authors in the Kellogg Public Library, Green Bay, Wisconsin. 31 p. O '19 Green Bay, Wis., Minnie H. Kelleher [308 So. Quincy St.] pap.

Kellogg, John Harvey, M.D.

Notes on practical hydrotherapy in use by the Battle Creek sanitarium and Hospital training school for nurses; based upon "Rational hydrotherapy." 102 p. pl. D '19 c. Battle Creek, Mich., Modern Medicine Pub., 65 N. Washington Ave. pap. 50 c. n. (sold only with "Rational Hydrotherapy")

Kimball, Dexter Simpson

Principles of industrial organization. 2d ed., rev. and enl. 15+325 p. il. diagrs. forms O '19 N. Y., McGraw-Hill \$3

Langdon, Stephen Herbert

Sumerian liturgies and psalms. 231-351 p. Q (Pubs. of the Babylonian section, v. 10, no. 4) '19 Phil., Univ. of Penn., Univ. Museum [N. Y., Appleton, agts.] pap. \$5

Le Roy, Alexandre, Bp.

Credo; a short exposition of Catholic belief, from the French; tr. by E. Leahy from "Nouvelle édition," 1918, ed. by Rev. Geo. O'Neill. 8+296 p. D N. Y., Frederick Pustet Co., 52 Barclay St. \$1.50

Lodge, Rupert Clendon

An introduction to modern logic. 14+361 p. il. D [c. '20] Minneapolis, Perine Bk. Co. [1413 University Ave., S. E.] \$2

Author is assistant professor of philosophy, University of Minnesota.

Longueville, Thomas

Nothing; and other things. 7+100 p. D '19 N. Y., Longmans bds. \$1.40 n.

Collection of sketches on a variety of subjects.

Low, Mary Cromwell

The lode star [verse]. 127 p. D '20 c. '19 N. Y., James T. White & Co. [70 Fifth Ave.] \$1.50 n.

Lyford, Carrie Alberta

Bibliography of home economics. 103 p. O (U. S. Bu. of Educ. bull. 1919, no. 46) '19 Wash., D. C., Gov. Pr. Off.

Mailhoit, Wilfred J.

Mailhoit's modern adviser to grocers; devoted exclusively to dealers of the grocery business. 125 p. pls. D [c. '19] [Chic., Flynn Pub., 30 N. La Salle St.] \$1.50

Merrick, Leonard

The worldlings; with an introd. by Neil Munro. 3d American ed. 12+334 p. O [c. '19] N. Y., Dutton \$1.75 n.

O'Grady, Standish

The coming of Cuculain. 168 p. il. D N. Y., Stokes \$1.75 n.

In the gates of the north. 180 p. il. D N. Y., Stokes \$1.75 n.

The triumph and passing of Cuculain. 156 p. il. D N. Y., Stokes \$1.75 n.

Pallavicini, Paolo

La guerra italo-austriaca (1915-1919). 519 p. il. pors. map O [c. '19] N. Y., Società Libreria Italiana, 147 Mulberry St. \$1.50

Pendexter, Hugh

Red belts; front. [in col.] by Ralph Pallen Coleman. 246 p. D c. '19-'20 Garden City, N. Y., Doubleday, Page \$1.50 n.

Pioneer tales of the early days in Tennessee.

Pillsbury, Walter Bowers

The essentials of psychology. Rev. ed. 13+428 p. il. D c. '11-'20 N. Y., Macmillan \$1.90 n.

Pollak, Gustav

International minds and the search for the restful. 183 p. D [c. '19] N. Y., Nation Press, 20 Vesey St. \$1.25

Pugh, Barbara Tucker

Chronicles of a country school teacher; il. by F. F. Beaufort. 295 p. pls. D [c. '19] [Wash., D. C.] Saulsbury Pub. \$1.50

Story dealing with Indiana school life of a number of years ago.

Recouly, Capt. Raymond

Foch, the winner of the war; tr. by Mary Cadwalader Jones. 7+267 p. pls. pors. maps. (1 fold.) facsm. O c. N. Y., Scribner \$3 n.

Interpretative presentation of Foch with a consideration of the mental background of the Allied victory.

King, Beulah

Poor dear Uncle James; a farce-comedy in three acts. 63 p. D c. '20 N. Y., Fitzgerald Pub. Corp., 18 Vesey St. pap. 25 c.

Klein, Arthur Jay

The administration of correspondence-study departments of universities and colleges. 54 p. O (U. S. Bu. of Education bull. 1919, no. 56) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 10 c.

Lamon, Harry Miles, and Lee, Alfred Rogers

Feeding hens for egg production. 15 p. il O (U. S. Dept. of Agric. farmers' bull. 1067) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Leighty, Clyde Evert

Buckwheat. 24 p. il. map O (U. S. Dept. of Agric. farmers' bull. 1062) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Macarthur, Walter, comp.

The seaman's contract, 1790-1918; a complete reprint of the laws relating to American seamen, enacted, amended, and repealed by the Congress of the United States, as originally published in the U. S. statutes at large; comp. and arranged for purposes of comparison, including the present law. 23+234 p. tabs. O San Francisco, James H. Barry Co., 1122 Mission St. \$4

Mitchell, Wesley Clair

History of prices during the war; summary. 96 p. tabs. diagrs. O (U. S. War Industries Bd. price bull. 1) '19 Wash., D. C., Gov. Pr. Off.

Mulford, Furman Lloyd

Horticultural exhibitions and garden competitions 38 p. il. O (U. S. Dept. of Agric. Dept. circ. 62) '19 Wash., D. C., Gov. Pr. Off.

National Cash Register Company

Rules for success. 32 p. il. O [c. '19] Dayton, O., National Cash Register Co. pap.

Oppen, Lucy

Teaching health. "Make health habits automatic in youth." 16 p. O (U. S. Bu. of Educ. Health education, 4) '19 Wash., D. C., Gov. Pr. Off.

Orvis, Mary Burchard

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Osborne, Harry

How to stage a play; a manual for the amateur stage director; il. by Harry Osborne. 45 p. il. D [c. '19] Chic., T. S. Denison & Co. pap. 25 c.

When Smith stepped out; a comedy in three acts. 98 p. plan D (Denison's royalty plays) [c. '19] Chic., T. S. Denison & Co. pap. 35 c.

Roper, Mrs. Theresa Ketcheson

Rebounding vengeance; an Indian romance, and the evolution of Newport, Oregon. 371 p. pls. por. map D '19 c. Newport, Ore., Mrs. Theresa Roper \$2

Roth, Amelia M. A.

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Ryan, John Augustine, D.D.

A living wage; with an introd. by Richard T. Ely. Rev. and abridged ed. 9+182 p. D c. '06-'20 N. Y., Macmillan \$2 n.

Salsbury, Rebecca, and Allen, William Harvey

Liberty, the giant killer. 96 p. il. D [c. '19] N. Y., Institute for Public Service 65 c.

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Scollard, Clinton

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Sheridan, Sol. N.

The typhoon's secret; front. [in col.] by Ralph Pallen Coleman. 250 p. D c. Garden City, N. Y., Doubleday, Page \$1.50 n.
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Shortall, Katherine

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Schmidt, Capt. Paul W.

Co. C, 127th infantry, in the world war; a story of the 32nd division and a complete history of the part taken by Co. C. 189 p. fold. front. il. maps por. O c. '19 Sheboygan, Wis., Sheboygan Press \$1.50

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Vogeler, Edward Jerome

War is a bore, and other poems. 31 p. por. T [c. '19] Balt., Sparrows-Pointer Pub. 41 So. Gay St. pap. 35 c. n.

Walcott, Charles Doolittle

Cambrian geology and paleontology, IV., no. 5. Middle Cambrian algae. 217—260 p. pls. O (Smithsonian miscellaneous collections v. 67, no. 5) '19 Wash., D. C., Smithsonian Inst. pap. 50 c.

Ward, William Francis and others

Fattening steers on summer pasture in the South. 24 p. map O (U. S. Dept. of Agric. bull. 777) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Warren, Benjamin S.

Health insurance, the medical profession, and public health, including the results of a study of sickness expectancy. 16 p. O (Public Health reports 516) '19 Wash., D. C., Gov. Pr. Off. pap. Supt. of doc. 5 c.

Webster, George N.

Theoretical depreciation; a menace to the public and the investor. 32 p. Q [n. d.] N. Y., George N. Webster, 60 Wall St. pap.

West, Henry Litchfield and Hallinan, Charles T.

Universal military training; a debate. 16 p. il. O Wash., D. C., Am. Union Against Militarism, Westory Bldg., pap. 10 c.

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The American Antiquarian Society has purchased the famous Francis Evans Marshall collection of bookplates, etc. duplicates, manuscripts, correspondence, etc. The society before this purchase was the owner of the Lombard, Terry and other collections. With the addition of the Marshall rarities the collection of the society, it is believed, will out rank all other North American collections.

On February 6, a selection of rarities in English literature and other languages from the library of a New York collector was sold at the Anderson Galleries. On the same date seventy American historical nuggets relating to the discovery of America and the final settlement of Virginia and New England were sold at the same galleries.

Part 2 of the Henry F. De Puy collection of Americana was sold at the Anderson Galleries on January 26 and 27. The same high level of prices and keen interest in the sale that characterized the sale of the first part was shown thruout the four sessions of last week. Part 11 of duplicates and selections from the library of Henry E. Huntington were sold on January 28, 29 and 30.

"Industrial Democracy, 1848-1919, a Study Help Prepared by the Library Employees' Union of Greater New York" is the title of an annotated check list of books and articles on industrial parliaments, labor councils, shop committees and work councils. Altho the pamphlet has no other sponsor than the union it is a good piece of bibliographical work.

The library of Col. John D. Bell of Brooklyn containing a valuable collection of Revolutionary and Civil War books has been purchased by Thoms & Eron, 50 John Street. The collection of "Federalists" represents practically every edition including two copies of the rare first edition, one on thin and the other on thick paper. Large portions of the library are devoted to the Civil War, international and constitutional law, constitutional history and government, archaeology, travel, biography and general history.

The collection of prints of Zorn, Rembrandt, and Durer made by S. S. Rosenstamm, of this city, was sold at the American Art Galleries on January 27 and brought as expected very high prices. "Baigneuse de Dos: Evening," a small etching 6¼ by 9½ inches brought the highest price of the series, \$3,900. The Rembrandt etchings were exceedingly fine impressions and awakened much interest. "Six-Bridges" Brought \$1,025; "Landscape with a Milkman," \$2,300; "The Gold Weigher's Field," \$3,100; "Clement de Jonghe," \$2,700; "Ephraim Bonus," \$2400; and "Burgomaster

RARE BOOKS, AUTOGRAPHS AND PRINTS

Jan Six," \$2,100. The sale was regarded as a great success.

A memorial exhibition of prints of the late C. F. Mielatz is on view in the Stuart Gallery of the New York Public Library and will continue until April 15. Mr. Mielatz's artistic career was closely bound up with New York City. He issued a series of etchings graphically delineating New York with an unerring eye from the picturesque view point and with a mind ever alive to the interest of historical association and social surroundings, and all was done with a skill, a mastery of technique, that will give lasting value to his work.

The Metropolitan Museum of Art has acquired the Junius Spencer Morgan collection of Durer prints. There are four museums abroad where there are Durer collections comparable to the one now in possession of the Metropolitan and of the five in the world with which it now ranks the Metropolitan will not stand lowest. The others having collections are the British Museum, the Albertina Library at Vienna, the famous Paris Bibliothèque Nationale and the New Museum at Berlin. There is a collection at Copenhagen—one which was presented by Durer—which has a special value from this fact.

The prices which early English literature has been bringing, especially during the last fifteen months, has held the collecting world spell bound. Years ago, when rarities were bringing a tenth of present prices, collectors were called "crazy" and much printer's ink was wasted in sarcastic comment. Even such a well-poised man as James Lenox was badly nettled at times by the ink-slingers of his day. The big prices to-day, however, are paid by such hard-headed men of business and the transactions have such an atmosphere of careful and deliberate calculation that the old-fashioned critic is quite disarmed. In January, 1911-1912, George D. Smith and Henry E. Huntington were absolutely crazy with their Hoe prices. There was no doubt about it then. In 1920, it is perfectly clear that they were not crazy but knew an opportunity when they saw it and were shrewd and intelligent enough to seize and make the most of it. But early English literature is not destined to furnish all the sensations. The entire body of desirable Americana is advancing to a new high level and the prices which real rarities are even now bringing is almost unbelievable. The market for it is so wide, constant and insistent that collectors and book lovers will wake up one of these days to the fact that they have been blind to a great opportunity. A few booksellers who have instinctively felt the tendencies of the times will make a pretty sum—and deserve it, too.

F. M. H.

Auction Calendar

Monday, Tuesday & Wednesday, February 9, 10 & 11
English, French and American literature in original manuscripts, first editions, standard sets, etc. From the libraries of Roland Conklin, Mrs. Mary E. Plummer, Henry H. Peck. (No. 1402; 1070 items) The Anderson Galleries, New York.

Tuesday and Wednesday, February 17 and 18
Rare broadsides, books and tracts; notable colonial and revolutionary items, including consignment from the Massachusetts Historical Society. The American Art Association, New York.

Thursday, February 19 at 2:03 p. m.
California. Books, pamphlets and broadsides (No. 1468; 300 items) The Anderson Galleries.

Tuesday and Wednesday, February 24 and 25
Association Books from the library of John Greenleaf Whittier, (No. 1470; 426 items) The Anderson Galleries.

Catalogs Received

Miscellaneous and Standard Books
Including Americana colored plate books, curious and rare items, etc. (No. 82; 530 items). Walter M. Hill, 22 E. Washington St., Chicago, Ill.

Books on Music and Musicians
(No. 18) Harold Reeves, 210 Shaftesbury Avenue, London, W. C. 2., England.

Entomology
(165 items) Francis Edwards, 83, High Street, Marylebone, London, W. 1.

Family Histories
Peerage cases, biographies, etc. Henry Gray, 1 Churchfield Rd., East, Acton, London, W. 3, England.

Interesting and Rare Books
Including a few volumes formerly in the collection of Charles Dickens (No. 894; 500 items) Lowe Bros., 45, Newhall Street, Birmingham, England.

Bibliotheca Aeronautica
Descriptive catalog of books and engravings. (No. 387; 1494 items) Maggs Bros. 34 and 35, Conduit Street, New Bond Street, London, W.

French Books
Works on the Fine Arts sumptuously illustrated. J. P. Horn & Co., 1313 Walnut St., Philadelphia, Pa.

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Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged ten cents a line (exclusive of address); non-subscribers, fifteen cents a line, address included. Bills for this service will be rendered monthly. Objectionable books are excluded so far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "Wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

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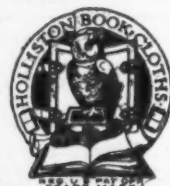
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